

SALES & MARKETING MANAGEMENT

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1992 SALES MANAGER'S BUDGET PLANNER

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SALES & MARKETING MANAGEMENT

USER'S GUIDE

A USER'S GUIDE TO THE SALES MANAGER'S BUDGET PLANNER

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view of organic ZrO₂ they took into consideration the fact that the interaction with the high-energy view of SVEP is stronger than the interaction with the low-energy view of SVEP.

METRO MARKET PROFILES

KEY TO METRO MARKET PROFILES

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COMPENSATION & EXPENSES

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COMPENSATION & EXPENSES

SECTION I

USER'S GUIDE

A USER'S GUIDE TO THE SALES MANAGER'S BUDGET PLANNER

A sampling of some of the many ways *SMBP* data can be used to calculate cost per call, increase sales call efficiency, and prepare a sales budget.

HOW THE GUIDE IS ORGANIZED

The User's Guide has been divided into three sections: Cost Per Call, Sales Call Efficiency, and Budgeting, with each section offering a sample of applications that can be expanded or altered according to your specific needs. To acquaint yourself with the *Budget Planner's* data, locate the appropriate section and take a few minutes to read through the outlined procedures. The examples provided will help get you started toward generating the information and answers you need to help you plan more effectively.

COST PER CALL

Ask a dozen sales managers what the cost of a sales call is these days, and you're likely to get 12 different answers ranging anywhere from \$100 to \$1,000. The reason for this wide disparity is because each industry and source has a different definition of what constitutes legitimate sales-related costs, with some even factoring in such questionable items as administrative expenses, executive salaries, office space, and even marketing and advertising costs.

As one of the few sources reporting annual cost-per-call

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The following organizations, associations, research firms, and consultants are sources for some of the statistics in the 1992 Sales Manager's Budget Planner. For those readers who would like more information on a particular topic, the name and address of each contributor is listed below, along with a description of their activities.

College Placement Council, 62 Highland Ave., Bethlehem, PA 18017 (215-868-1421). The CPC provides its services to career planning and placement directors at colleges and universities, as well as to employers who hire graduates of these institutions. The CPC's quarterly *Salary Survey* is the source for some of the training and compensation statistics in Section III of *S&MM's 1992 Sales Manager's Budget Planner*.

Dartnell Corp., 4660 Ravenswood Ave., Chicago, IL 60640 (312-561-4000). Dartnell publishes business books, manuals, newsletters, and bulletins, most notably its annual *Survey of Sales Force Compensation*. In addition, Dartnell produces sales training films and cassettes and conducts management seminars.

Incentive Magazine, 633 Third Ave., New York, NY 10017 (212-986-4800). *Incentive* is a monthly publication that covers the methods used by organizations to motivate customers at all levels to buy and employees to work more effectively. The magazine also conducts surveys of its read-

ers and the incentive industry in general, and the *Sales Manager's Budget Planner* includes some of the results of its most recent Survey of Employee Motivation Practices.

International Exhibitors Assn., 5501 Backlick Rd., Suite 200, Springfield, VA 22151 (703-941-3725). The IEA is a membership organization whose Active Division represents the interests of firms using exhibits as a marketing or promotional medium. Its Allied Division consists of suppliers to the exposition industry. IEA's *1991 Budget Guide* contains charts and statistics that aid exhibit managers in assessing expenses, projecting future costs, and making comparisons with previous expenditures.

Mobil® Travel Guides, c/o Prentice Hall Press, 108 Wilmut Rd., Suite 450, Deerfield, IL 60015 (312-948-5995). This series of regional guides is published by Prentice Hall Press in collaboration with Mobil Oil Corp., and its listings of rated hotels and restaurants are used as the basis for selecting those destinations appearing in the *SMBP's* Metro Market Profiles. The seven regional guides cover the 48 contiguous states and selected cities in 10 Canadian provinces, and contain information on more than 14,000 lodgings and 7,500 restaurants.

Northwestern University Placement Center, Scott Hall, Evanston, IL 60201 (312-491-3709). Each year, the NUPC publishes *The Northwestern Lindquist-Endicott Report*, a

data for consumer, industrial, and service salespeople, *S&MM* tends to take a simpler view of things when it comes to calculating cost per call, purposely limiting our guidelines to the two basic components of field selling—compensation and T&E (Travel & Entertainment)—and it is these two factors that form the basis of the cost-per-call data found in the *Sales Manager's Budget Planner*.

The first step in producing such figures involves gathering compensation and field-expense data from a wide array of industries and titles, and over the years, *S&MM* has been able

to build up a substantial database of cost-related statistics by continuously surveying its subscribers, asking them to provide compensation and T&E figures for their own sales forces. These data are then sorted by both industry (Consumer, Industrial, and Service) and by level of experience (Sales Trainee, Mid-Level, Top-Level, and Supervisory salespeople).

Once these tabulations have been made, the summary data are then used to produce the cost per-call estimates by working through a series of four basic formulas, beginning with a generalized calculation of call patterns on both a daily

study of current trends in hiring and compensation that is used as a basis for some of the compensation data found in Section III of the *SMBP*. Full copies of the report are available from Northwestern University Placement Center at a cost of \$40.

Official Airline Guides, 2000 Clearwater Drive, Oak Brook, IL 60521-8806 (708-574-6000). The OAG is a publishing company responsible for more than a dozen travel planning resources including the *OAG Desktop Flight Guide* series, the *Business Travel Planner*, and the OAG Electronic Edition Travel Service.

Runzheimer International, Runzheimer Park, Rochester, WI 53167 (414-534-3121). Runzheimer is an international management consulting company specializing in travel and living costs data. It publishes *Runzheimer Reports on Transportation and Travel Management*, as well as other related surveys and statistics.

Schonfeld & Associates, 1 Sherwood Dr., Lincolnshire, IL 60069 (708-948-8080). A management consulting company that publishes an annual study of advertising and promotional expenditures of major U.S. corporations, as well as other forecasts and tracking studies in the areas of marketing and advertising. The sales support data on advertising and promotional expenditures as a percentage of net sales in Section III of the *SMBP*

are taken from Schonfeld's publication, *Advertising Ratios and Budgets*.

Successful Meetings Magazine, 633 Third Ave., New York, NY 10017 (212-986-4800). In addition to a monthly magazine covering meeting trends and destinations, *SM* also publishes its annual *Successful Meetings Sourcebook*. Listings of meeting sites and conference centers in this directory are used as the basis for selecting those destinations that appear in the *SMBP*'s Metro Market Profiles in Section II.

TRADESHOW WEEK, 12233 W. Olympic Blvd., Suite 236, Los Angeles, CA 90064-9956 (310-826-5696). A weekly newsletter dealing with trends and news in the tradeshow industry, *TRADESHOW WEEK* also publishes statistics and survey results, as well as three annual directories on exhibit halls, trade show services, and other related topics, including the *TRADESHOW WEEK DATA BOOK*.

TRAINING, The Magazine of Human Resources Development, 50 South 9th St., Minneapolis, MN 55402 (612-333-0471). *Training* is a monthly magazine dealing with job-related training and employee development in all types of organizations. Each October, the magazine publishes an Industry Report that is an overview of employee training in America.

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and yearly basis. The following table shows the results of this calculation:

INDUSTRY	CALLS PER TERRITORY PER DAY		EST. DAYS IN FIELD PER YEAR	CALLS PER TERRITORY PER YEAR	
	A	B		A	B
Consumer					
Range	3.6	2.4	187	561-1,122	374-748
Median	4.5	3		841.5	561
Industrial					
Range	3.5	2.4	187	561-935	374-748
Median	4	3		748	561
Service					
Range	4.8	2.5	187	748-1,496	374-935
Median	6	3.5		1,122	654.5

In this table, an *A Territory* is defined as a metro area where customers and prospects are heavily concentrated and a salesperson can easily make multiple calls, or as a selling philosophy that emphasizes a high call quota. *AB Territory* reflects a territory where customers are widely dispersed, and more time is spent traveling between calls. The *Estimated Days in Field Per Year* is based on 4 days x 52 weeks per year, less 6 holidays and 15 days vacation and/or sick leave, resulting in a figure of 187 days. The *Calls Per Territory Per Year* reflects the *Calls Per Territory Per Day* ranges and/or medians multiplied by this figure, the median being the midpoint in each set of ranges.

With these data in hand, the next step involves calculating direct sales costs, which are limited to compensation and field expenses (T&E) only. The dollar figures shown in the table below have been taken directly from the responses to this year's annual compensation survey, and the ranges of *Compensation* and *Field Expenses* for the three industries listed were produced from the data gathered for two different levels of sales personnel: Mid-Level and Top-Level salespeople. Data for Trainees and Sales Supervisors were purposely excluded from these calculations, since in most cases they don't technically involve "field" salespeople and therefore would not realistically reflect the true range of either compensation or field expenses.

INDUSTRY	RANGE & MEDIAN COMPENSATION		RANGE & MEDIAN FIELD EXPENSES		TOTAL DIRECT SALES COSTS
Consumer					
Range	\$21,000	\$100,000	\$1,200	\$50,000	\$22,200-\$150,000
Median		\$60,500		\$25,600	\$86,100
Industrial					
Range	\$27,000	\$90,000	\$2,000	\$47,000	\$29,000-\$137,000
Median		\$58,500		\$24,500	\$83,000
Service					
Range	\$18,000	\$110,000	\$1,200	\$30,000	\$19,200-\$140,000
Median		\$64,000		\$15,600	\$79,600

Having calculated a range and median for both the *Calls Per Territory Per Year* and the *Total Direct Sales Costs*, we can now produce a cost-per-call figure for *A* and *B* territories by utilizing a simple formula that equitably combines cost data and call patterns. Using the Consumer category as an example, we first divide the *highest* figures in the range of *Calls Per Territory Per Year* (1,122 and 748) into the *lowest* figure in the range of *Total Direct Sales Costs* (\$22,200), which equals the low end of the *Cost Per Call Per Territory* range for each type of territory (\$19.79 and \$29.68). The *lowest* figures in the range of *Calls Per Territory Per Year* (561 and 374) are then divided into the *highest* figure in the range of *Total Direct Sales Costs* (\$150,000), producing the high-end figure for each *Cost Per Call Per Territory* range (\$267.38 and \$401.07). By performing this same calculation

with the comparable Industrial and Service figures and selecting the midpoint in each set of ranges, we produce the following ranges and medians of *Cost Per Call Per Territory*:

INDUSTRY	TOTAL DIRECT SALES COSTS	CALLS PER TERRITORY PER YEAR		COST PER CALL PER TERRITORY	
		A	B	A	B
Consumer					
Range	\$22,200-\$150,000	561-1,122	374-748	\$19.79-\$267.38	\$29.68-\$401.07
Median	\$86,100	841.5	561	\$143.59	\$215.38
Industrial					
Range	\$29,000-\$137,000	561-935	374-748	\$31.02-\$366.31	\$38.77-\$366.31
Median	\$83,000	748	561	\$137.62	\$202.54
Service					
Range	\$19,200-\$140,000	748-1,496	374-935	\$12.83-\$187.17	\$20.53-\$374.33
Median	\$79,600	1,122	654.5	\$100.00	\$197.43

Finally, by combining the ranges for both territory types, we can calculate a *Median Cost Per Call* figure for each industry group as a whole, which is done by first selecting the lowest and highest figure from each set of ranges (Territory A and Territory B). For the Consumer industry category, the resulting combined range would be \$19.79 (low) to \$401.07 (high), which gives us a median cost-per-call figure of **\$210.43**. By performing this same calculation for the other two industry groups, we produce the following list of Median Cost Per Call by Industry:

INDUSTRY	COMBINED RANGES (TERRITORIES A & B)	MEDIAN COST PER CALL
Consumer	\$19.79-\$401.07	\$210.43
Industrial	\$31.02-\$366.31	\$198.67
Service	\$12.83-\$374.33	\$193.58

Using these same basic formulas, you can take data from virtually any company or industry group and use it to produce your own customized cost-per-call averages based on more specific call-pattern and expense data gathered from company records.

SALES CALL EFFICIENCY

Having discussed how call patterns and direct sales costs are used to construct the cost-per-call estimates for the *Sales Manager's Budget Planner*, let's move on to something called the Sales Call Efficiency Index (SCEI), a figure that can be used to measure the relative effectiveness of salespeople assigned to similarly sized territories with markedly different cost characteristics.

In order to compare cost-per-call ratios from your various territories more fairly, it's important that the differences between markets be examined in depth. In this example, we'll look at two different metro markets with roughly the same population—New Orleans (where daily expenses are higher than average) and the Norfolk-Virginia Beach-Newport News, Va., area (with below-average costs).

Step 1: The first thing you need to do when formulating an SCEI is to calculate your salespeople's call patterns. The following formula should be used to make this calculation:

ACTUAL CALLS SALESPERSON REPORTED	AVERAGE CALLS PER DAY	TOTAL DAYS IN FIELD	ESTIMATED TOTAL CALLS	ACTUAL OR ESTIMATED CALLS PER YEAR
--------------------------------------	--------------------------------	------------------------------	-----------------------------	---

These figures can either be gathered by totaling the number of calls listed on the salesperson's call reports (entered under *Actual Calls Reported*), or by multiplying the *Average Calls Per Day* by the number of days the salesperson spends in the field (*Total Days in Field*), which gives you the *Estimated Total Calls* figure. Whichever for-

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mula is used, the annual total for each salesperson should then be entered under *Actual or Estimated Calls Per Year*.

Step 2: Next, you'll need to compute your salespeople's direct sales costs, and this can be done by utilizing the formula below:

SALES- PERSON	BASE SALARY	BONUS OR COMMISSION		AUTO EXPENSE	T&E EXPENSE	OTHER EXPENSES	TOTAL DIRECT SALES COSTS
		+	+				

Your company financial records will provide most of the necessary information on *Base Salary* and *Bonus or Commission*. Data on *Auto Expenses*, *T&E Expenses*, and *Other Expenses* can usually be obtained from expense account reports or from the data contained in the Metro Market Profiles in Section II of the *SMBP*. By adding these individual components, you will arrive at a figure that reflects each salesperson's *Total Direct Sales Costs*.

Step 3: With the summary data from these two tables in hand, you can calculate an approximate *Unweighted Cost Per Call* figure for each salesperson by dividing *Total Direct Sales Costs* by the *Actual or Estimated Calls Per Year* figure:

SALESPERSON	TOTAL DIRECT SALES COSTS	ACTUAL OR ESTIMATED CALLS PER YEAR	UNWEIGHTED COST PER CALL
-------------	-----------------------------	---------------------------------------	-----------------------------

Step 4: Because of differences in geography, the number and type of accounts, and customer concentration (or dispersal), it can safely be said that no two sales territories are exactly alike. By using the following table of Territory Concentration Factors, however, you can compensate for this diversity by assigning "weights" to the average number of calls per day for the salesperson or territory in question.

STANDARD AVERAGE CALLS PER DAY	AVERAGE CALLS PER DAY FOR TERRITORY									
	10	9	8	7	6	5	4	3	2	1
10	1.00	1.11	1.25	1.42	1.66	2.00	2.50	3.33	5.00	10.00
9	.90	1.00	1.11	1.28	1.50	1.80	2.25	3.00	4.50	9.00
8	.80	.88	1.00	1.14	1.33	1.60	2.00	2.66	4.00	8.00
7	.70	.77	.87	1.00	1.16	1.40	1.75	2.33	3.50	7.00
6	.60	.66	.75	.85	1.00	1.20	1.50	2.00	3.00	6.00
5	.50	.55	.62	.71	.83	1.00	1.25	1.66	2.50	5.00
4	.40	.44	.50	.57	.66	.80	1.00	1.33	2.00	4.00
3	.30	.33	.37	.42	.50	.60	.75	1.00	1.50	3.00
2	.20	.22	.25	.28	.33	.40	.50	.66	1.00	2.00
1	.10	.11	.12	.14	.16	.20	.25	.33	.50	1.00

The first thing you need to do is determine the average number of calls your salespeople make each day, based on the total number of calls per day logged by your entire sales force. Once this average has been calculated, it should be charted on the *Standard Average Calls Per Day* axis on the left side of the table. Next, using the Territory Concentration Factor data, you "equalize" the differences in the number of *Average Calls Per Day for Territory*, which are charted along the top of the table. This procedure is explained in greater detail in the comparison of the New Orleans and Norfolk markets that follows.

METRO	TOTAL DIRECT	CALLS	TERRITORY	
	SALES COSTS	PER YEAR	UNWEIGHTED	CONCENTRATION
			COST PER CALL	FACTOR
New Orleans	\$78,000	950	\$82.00	.80
Norfolk	\$62,000	575	\$108.00	1.33

	PER DIEM	WEIGHTED	SCEI	WEIGHTED SCEI
	INDEX	PER DIEM INDEX	COST PER CALL	COST PER CALL
New Orleans	119	84	\$86.21	\$99.05
Norfolk	90	1.11	\$89.98	\$82.93

Step 5: The table above shows how a Sales Call Efficiency Index is constructed. For the purposes of this example, let's say that by following Steps 1 through 3, you've found that the New Orleans salesperson has an *Actual or Estimated Calls Per Year* figure of 950 calls and *Total Direct Sales Costs* of \$78,000. The Norfolk salesperson, on the other hand, makes 575 calls with \$62,000 of direct sales costs. By dividing the total number of calls into the direct sales costs figure for each salesperson, we arrive at an *Unweighted Cost Per Call* for New Orleans of approximately \$82.00, as opposed to \$108.00 for Norfolk. At first glance, it appears that the New Orleans salesperson is managing expenses better than the person in Norfolk, since the Unweighted Cost Per Call there is some \$26 lower. However, to make a fair evaluation of the performance of each salesperson, you need to recognize that Norfolk and New Orleans are two vastly different markets in terms of operating costs. To develop a Sales Call Efficiency Index that will compensate for differences in meal costs, room rates, and other expenses, you'll first need to calculate the Standard Average Calls Per Day for your sales force as a whole, and then for each of the salespeople in the two territories in question.

Assuming that your sales force averages 4 calls per day overall, you chart this figure on the Standard Average Calls Per Day axis of the Territory Concentration Factor table. With this information in hand, you then need to look at the Average Calls Per Day for Territory for both New Orleans and Norfolk. Upon determining that the New Orleans salesperson averages 5 calls per day, while the Norfolk salesperson has an average of 3, you then locate each of these figures along the top of the TCF table, moving down to match them with the number directly across from your Standard Average Calls Per Day figure (4), which shows a *Territory Concentration Factor* of .80 for New Orleans and 1.33 for Norfolk.

At this point, you'll need to record the *Per Diem Index* figure for each of these markets, and these can be found in the Metro Market Profiles in Section II. The Per Diem Index for New Orleans is 119, while Norfolk's is 90. By dividing each of these figures into 100 (the Per Diem Index for the U.S.), you then produce a *Weighted Per Diem Index* for each metro—.84 for New Orleans and 1.11 for Norfolk—which is then entered under the corresponding column in the table above.

Now you have all the information you need to construct an *SCEI Cost Per Call* for each territory, which is done by following the equation below:

$$\frac{\text{Total Direct Sales Costs}}{\text{Calls Per Year}} \times \frac{\text{Weighted Per Diem Index}}{\text{Territory Concentration Factor}} = \text{SCEI COST PER CALL}$$

For New Orleans, the calculation would be:

$$\begin{aligned} \$78,000 \times .84 &= \$65,520 \\ 950 \times .80 &= 760 \\ &= \$86.21 \end{aligned}$$

And for Norfolk:

$$\begin{aligned} \$62,000 \times 1.11 &= \$68,820 \\ 575 \times 1.33 &= 764.8 \\ &= \$89.98 \end{aligned}$$

This reveals that the SCEI Cost Per Call for New Orleans is \$86.21, while Norfolk's figure is \$89.98. By utilizing this formula, what was originally a \$26.00 difference in the Unweighted Cost Per Call has been cut to a mere \$3.77.

The SCEI Cost Per Call can also be further refined by

factoring in the differences in field expenses for each territory, producing what could be called a **Weighted SCEI Cost Per Call**. By using the data from Step 2 in the SCEI process to separate your salespeople's compensation from other expenses, you find that the New Orleans salesperson had a total compensation (Base Salary plus Bonus or Commission) of \$61,000 plus \$17,000 in expenses, while the Norfolk salesperson had a compensation/expenses split of \$49,000 and \$13,000. A Weighted SCEI Cost Per Call can then be calculated by multiplying each salesperson's expenses by the Weighted Per Diem Index and adding it to their compensation, dividing the resulting total by the total of Calls Per Year x the TCF, according to the following formula:

$$\text{For New Orleans, the calculation would be:}$$

$$\frac{\$61,000 + (\$17,000 \times .84)}{950 \times .80} = \frac{\$75,280}{760} = \$99.05$$

$$\text{For Norfolk:}$$

$$\frac{\$49,000 + (\$13,000 \times 1.11)}{575 \times 1.33} = \frac{\$63,430}{764.8} = \$82.93$$

The resulting totals reveal that the average cost of a sales call in New Orleans—once more than \$26.00 *lower* than that of Norfolk—is actually more than \$16.00 *higher* when territory concentration and field expenses have been properly factored in. This just goes to show that before you rely on the simple answer to the question of what it costs to make a sales call, remember that the subtle differences in markets and territories can often be deceiving.

BUDGETING

How much are your salespeople spending each year? By constructing a territorial sales budget that breaks out the various components of selling, you can easily analyze individual cost factors, which may help you uncover areas where adjustments and/or cutbacks can be made. The data you'll need for each of your salespeople's territories can be gathered from company records, the Metro Market Profiles contained in Section II, and other tables from the *Budget Planner*. To lay out your worksheet, begin by following the example below, and then review each of the 16 steps that correspond to the individual lines and columns listed.

COLUMNS:

1. List the individual **Metro Areas** that comprise each of your territories, using the data from the Metro Market Profiles in Section II of the *SMBP*.
2. Enter your annual **Projected Sales** for each metro.
3. For **Lodging Costs**, estimate the total number of nights per year spent in each metro and multiply this figure by the Average Daily Lodging cost shown in each metro profile, making sure to add the appropriate lodging tax rates where applicable.
4. To estimate **Meal Costs**, add up the number of meals for each metro and multiply by the appropriate figure shown (Breakfast, Lunch, and Dinner), and then add the corresponding meal tax rates.
5. If a car is to be rented, multiply the number of days by the average daily **Auto-Rental** cost shown in the table, "Daily Auto-



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Rental Rates by Region and Metro" in Section II of the *SMBP*.

6. Estimate any additional *Miscellaneous Expenses*, such as taxi or limo fares, and enter them in this column.
7. Calculate *Entertainment* costs by adding additional meal costs, multiplied by the total number of clients or prospects entertained, as well as any other related expenses.
8. Estimate any extra *Transportation* costs—air, train, or bus fares—that may be incurred in trips to the home office or to sales meetings or seminars.
9. Factor in any *Promotional* expenditures, including advertising, sales promotions, trade show costs, meetings, etc., that are charged to the individual metros, or construct an average for each metro by dividing the total number of metros into the territory's total promotional expenditures.
10. Total the expenses from columns 3 through 9, which will give you the *Total Metro Expenses* for each metro listed.

LINES:

12. Enter your **Projected Total Territory sales** on this line under column 2, and **Projected Total Territory expenses** for each of the seven categories (columns 3 through 9).

13. Calculate the **Percent of Total** projected sales accounted for by the territory by dividing the Projected Total Territory figures on line 12 into the Metro Totals on line 11. Enter these percentages under columns 2 through 10.
14. Add up the **Budgeted Salaries** (Salary plus Bonus or Commission) for all sales managers and field salespeople in the territory, and enter on line 14, column 2.
15. Enter the **All-Metro Total** from the Metro Totals on line 11, column 10, adjusting this figure to reflect any additional expenses—rent, utilities, or other staff expenses—charged to the sales division.
16. Add the totals for **Budgeted Salaries** (line 14) and the **All-Metro Total** (line 15), which will result in a figure that reflects a majority of your **Actual Expenses**. With this figure in hand, you can then subtract it from the **Projected Total Territory** sales (line 12, column 2), which will give you the gross dollar return on sales in the territory's component metros (sales – expenses = return on sales).

This dollar figure can then be converted to a percentage and compared to your company's projected profit ratio, which tells you if your budget is on target. If it isn't, an analysis of the individual cost components should reveal areas that can be adjusted or cut back. If a territory is made up of largely non-metro areas, this will be reflected in the Percent of Total figure on line 13, and adjustments can be made accordingly.

Preparing a Sales-Costs Budget

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SECTION II

**METRO MARKET
PROFILES**

KEY TO METRO MARKET PROFILES

Each of the 100 Metro Market Profiles in the 1992 *Sales Manager's Budget Planner* contains statistics for nine major categories, providing both managers and field salespeople with a concise picture of each of these major markets. The data in these profiles allow managers to be more precise in their budgetary planning, as well as in the allocation of sales force dollars for travel and entertainment. In addition, these listings provide field salespeople with statistics on selected accommodations, meeting sites, and restaurants that they can use to keep their own expenses in check.

For each category, certain criteria for inclusion in the *Budget Planner's* listings have been established, and the following definitions outline these specific guidelines. The 94 U.S. metro markets are listed alphabetically, followed by 6 major Canadian markets.

VITAL STATISTICS—Figures in this section have been selected from the most recent edition of *Sales & Marketing Management's Survey of Buying Power*, with the statistics reflecting a cut-off date of 1/1/91. **Population** figures show the total metro-area population, while **Households** shows the total number of households, regardless of the number of occupants (single- or multiple-person units). **Median Age** shows the midpoint in the range of metro-area age distribution, with half the population older, and half younger, than this figure. The current U.S. median age is 33.0 years.

Total EBI lists the Effective Buying Income for a metro, a figure roughly equivalent to disposable, or after-tax, income. The **Median Household EBI** shows Effective Buying Income on a household basis, the median being the point at which half the metro's incomes are above, and half below, the listed figure. Median household EBI for the U.S. is currently \$27,912. **Total Retail Sales** reflects net sales for all establishments primarily engaged in retail

trade in a given metro area, excluding those of wholesale and service establishments.

The **Buying Power Index** is a weighted indicator that combines a metro area's total population, income, and retail sales, expressing it as a percentage of total U.S. potential (100,000). The BPI is most often used as a relative indicator, revealing how much "buying power" a metro controls (i.e., the BPI of the Los Angeles-Long Beach metro area is 3,8050, or roughly 4% of U.S. potential).

Telephone numbers and **Area Codes** for the local **Chamber of Commerce and Convention & Visitors Bureau** were gathered by *Sales & Marketing Management*.

MEAL & LODGING COSTS—The **Average Daily Lodging** costs shown are calculated from the individual ranges of lodging rates listed for each market (see *Hotels/Motels*). Average daily **Meal** costs for Breakfast (**B**), Lunch (**L**), and Dinner (**D**) were calculated by *Sales & Marketing Management*, based on data from the 1991 *Sales Manager's Budget Planner* and the U.S. Bureau of Labor Statistics' *December 1991 CPI Detailed Report*. A notation of **N.A.** means that rates for this market were unavailable.

PER DIEM—The **Per Diem Total** for each market reflects the total daily cost of lodging and three meals. The **Per Diem Index** shows a market's Per

AKRON, OHIO

VITAL STATISTICS

Population: 658,600
Households: 249,700
Median Age: 33.5
Total EBI: \$8,656,674,000
Median Hshld. EBI: \$27,387
Total Retail Sales: \$4,335,153,000
Buying Power Index: 2482
Chamber of Commerce: 376-5550
Convention & Visitors Bureau:
800-245-4254/376-4254
Telephone Area Code: 216

MEAL & LODGING COSTS

Avg. Daily Lodging: \$94.10
Meals: B-\$5.28
L-\$7.63
D-\$18.12
PER DIEM
Total: \$125.13
Index: 82
TAX RATES
Meals: 5.75%
Lodging: 11.75%

HOTELS/MOTELS

NAME	CITY	PH. &	RATES
Aurora Inn	Aurora	6121	\$72.143
Best Western Aurora			
Woodland Hills	Aurora	562-9151	\$99.123
Hilton Inn West	Akron	867-5000	\$68.102
Hilton Quaker Square	Akron	253-5970	\$70.135
Holiday Inn	Akron	666-4131	\$54.75

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Quaker Square	Akron	253-5970	\$75
Holiday Inn	Hudson	653-9191	\$44.70

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Lanning's	Akron	864-2553	M
Maison Martel	Akron	867-4114	M
Tangier	Akron	376-7171	M

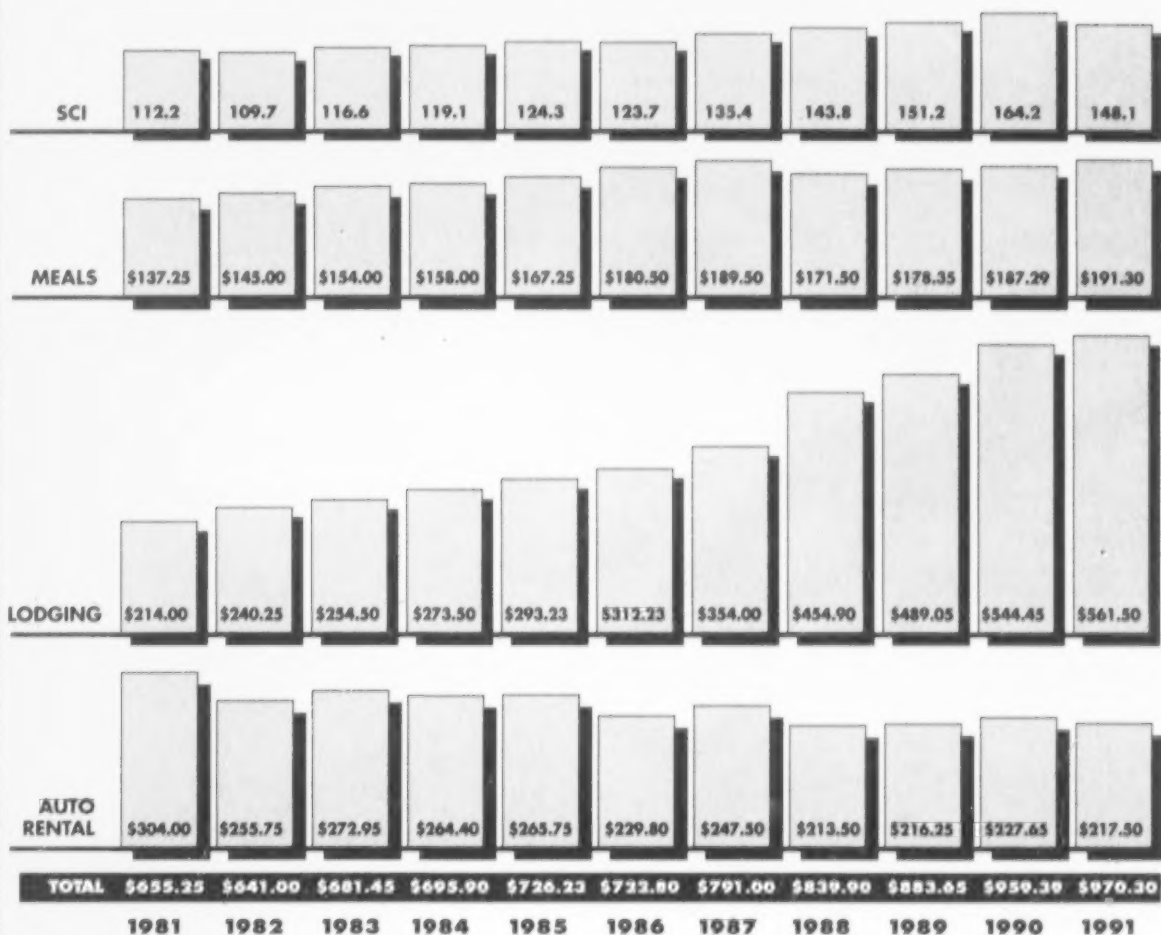
AIRPORT-TO-CITY TRANSPORTATION

Distance: 15 mi. SE
Time: 20-30 min.
Taxi: \$32.00
Limo: \$8.25

DAILY AUTO RENTAL

Average Rate: \$48.50

The Selling Cost Index: A Look at Weekly Expenses for the Three Major Cost Components



The **Selling Cost Index** is calculated by multiplying the national averages for the three SCI components—**Meals, Lodging, and Auto Rental**—by 5 days (a typical week in the field), producing the individual weekly totals that are then added together, resulting in a combined weekly **Total** for the three basic components. For 1991, the formula would be $\$191.30 + \$561.50 + \$217.50 = \$970.30$. The **SCI** is then calculated by dividing the 1981 base year **Total** (\$655.25) into the corresponding weekly **Total**, producing the index figure for each subsequent year. For 1991, the calculation of $\$970.30 \div \$655.25$ produces an SCI of **148.08**, indicating that weekly costs have risen by 48.1% over the course of the last decade.

SOURCE: Sales & Marketing Management, 1992 Sales Manager's Budget Planner

Diem Total expressed as a ratio of the U.S. average, or 100. An Index figure of 110, for example, means that per diem costs in this market are roughly 10% higher than the national average of \$152.37. A notation of **N.A.** means that rates for this market were unavailable.

TAX RATES—Taxes for **Meals and Lodging** are shown where applicable, with **Lodging** tax rates reflecting the combined rates for both local taxes and any additional surcharges for lodging. A notation of **N.A.** means that rates for this market were unavailable.

HOTELS/MOTELS—Individual locations and rates in this category have been selected from the listings of three-star (★★★) hotels and motels in the 1992 *Mobil® Travel Guide*. Because most sales managers prefer that their salespeople select medium-priced accommodations when in the field (and it is felt that three-star locations best represent this standard), S&MM has limited its listings to those locations with this specific rating. Only those hotels and motels that carried a three-star rating in the most recent edition of the *Mobil® Travel Guide* are listed.

Note: Hotel/Motel listings carrying starred ratings are copyright 1992 by Mobil® Oil Corporation, New York, N.Y. Additional information on the Mobil® Travel Guides can be found in the User's Guide in Section I of this publication.

City listings reflect the mailing address for each location, even though all hotels and motels listed lie within designated metro-area boundaries. **Phone** numbers show local listings (without area code), with toll-free numbers for most major chains listed in a separate table at the beginning of this section. **Rates** shown reflect the

METRO MARKET PROFILES

Toll-Free Numbers for Major Auto Rental & Hotel/Motel Chains

AUTO RENTAL FIRMS

Alamo.....	800-327-9633
Allstate.....	800-634-6186
Avis.....	800-331-1212
Budget.....	800-527-0700
Dollar.....	800-421-6868
Enterprise.....	800-325-8007
General.....	800-327-7607
Hertz.....	800-654-3131/ 800-755-4400 (Okla.)/800-654-3001 (Canada, except B.C. and Toronto)
National/Tilden.....	800-CAR-RENT
Thrifty.....	800-367-2277
Value.....	800-327-2501

HOTEL/MOTEL CHAINS

Best Western Int'l.....	800-528-1234/ 800-528-2222*
Budgetel Inns.....	800-4-BUDGET
Clarion Hotels.....	800-CLARION
Comfort Inns.....	800-228-5150
Compri Inns.....	800-4-COMPRI
Crown Sterling Suites.....	800-433-4600
Days Inn.....	800-325-2525
Doubletree.....	800-528-0444
Drury Inns.....	800-325-8300
Econo Lodges of America.....	800-446-6900
Economy Inns of America.....	800-826-0778/ 800-423-3018 (Fla.)
Embassy Suites.....	800-362-2779
Fairfield Inn by Marriot.....	800-228-2800
Fairmont Hotels.....	800-527-4727
Four Seasons Hotels.....	800-332-3442
Friendship Inns of America Int'l.....	800-453-4511
Guest Quarters.....	800-424-2900
Hampton Inn.....	800-HAMPTON
Harley Hotels.....	800-321-2323
Helmsley Hotels.....	800-221-4982
Hilton Hotels.....	800-HILTONS/ 800-368-1133*

Holiday Inn.....	800-HOLIDAY/ 800-238-5544*
Howard Johnson.....	800-654-2000/ 800-654-8442*
Hyatt Corp.....	800-428-9000
Inter-Continental Hotels.....	800-327-0200
La Quinta Motor Inns Inc.....	800-531-5900/ 800-426-3101
Loews Hotels.....	800-223-0888/ 800-522-5455 (N.Y.)
Marriott Courtyards.....	800-321-2211
Marriott Hotels.....	800-228-9290
Marriott Residence Inns.....	800-331-3131
Master Hosts Inns.....	800-251-1962
Meridien.....	800-543-4300/ 800-442-5917 (N.Y.)
Omni Hotels.....	800-843-6664
Quality Inns.....	800-228-5151
Radisson Hotels.....	800-333-3333
Ramada Inns.....	800-2-RAMADA/ 800-228-3232*
Red Lion-Thunderbird.....	800-547-8010
Red Roof Inns.....	800-843-7663
Ritz-Carlton.....	800-241-3333/ 800-621-6906 (Chicago)
Rodeway Inns International.....	800-228-2000
Sheraton Hotels & Inns.....	800-325-3535
Sonesta Hotels.....	800-343-7170
Stouffer Hotels & Inns.....	800-HOTELS-1
Super 8 Motels.....	800-343-1991
Susse Chalet Motor Lodges & Inns.....	800-258-1980/ 800-572-1880 (N.H.)
Travelodge International Inc.-Viscount Hotels.....	800-255-3050
Treadway Inns.....	800-873-2392
Trusthouse Forte Hotels.....	800-225-5843
Vagabond Hotels Inc.....	800-522-1555/ 800-468-2251 (Canada)
Westin Hotels.....	800-228-3000
Wyndham Hotels.....	800-822-4200

*For hearing impaired

approximate low-single to high-double ranges as listed in the 1992 *Mobil® Travel Guide*. Because of the cut-off dates imposed by *Sales & Marketing Management* in the collection and publication of these statistics, readers are advised that while every effort has been made by S&MM and the *Mobil® Travel Guides* to ensure the accuracy of rate-oriented data, some changes in these figures are bound to occur.

Because of this, when pricing accommodations, be sure to ask about changes, group plans, and/or corporate discounts.

MEETING SITES/CONFERENCE CENTERS—Listings in this section have been selected from the 1992 edition of the *Successful Meetings Sourcebook*, although S&MM's *Sales Manager's Budget Planner* lists only those loca-

tions with 10 or more meeting rooms, limiting these listings to the medium- and large-sized meeting sites and conference centers in each metro market.

Note: Selected listings of Meeting Sites/Conference Centers are copyright 1992 by Successful Meetings, New York, N.Y. Additional information on the Successful Meetings Sourcebook can be found in the User's Guide in Sec-

tion I of this publication.

City listings reflect the mailing address for each site, even though all locations listed are within metro-area boundaries. Phone numbers reflect local listings (without area code), with toll-free numbers for most major chains listed in a separate table at the beginning of this section. Group Rates reflect low-single to high-double ranges wherever possible, and only those Group Rates listed in the 1992 edition of the *Successful Meetings Sourcebook* are shown.

RESTAURANTS—Listings are based on three- (★★★), four- (★★★★), and five-star (★★★★★) rated restaurants in the 1992 *Mobil® Travel Guide*. S&MM has established these criteria to reflect the fact that most salespeople tend to choose higher-quality establishments for entertaining their clients and prospects.

Note: Restaurant listings carrying starred ratings are copyright 1992 by Mobil® Oil Corporation, New York, N.Y. Additional information on the Mobil® Travel Guides can be found in the User's Guide in Section I of this publication.

Again, City listings reflect the mailing address for each restaurant listed, and Phone numbers are shown without local area codes. The Price Code for each restaurant (M = Moderate, M-E = Moderate-Expensive, and E = Expensive) has been produced by *Sales & Marketing Management* and is based on dinner price ranges listed in the 1992 *Mobil® Travel Guides* for each selected location. Allowances have been made for differences in geographic location and other relative costs for each market when determining price codes. For example, a moderate-priced restaurant in New York City will be more expensive than one in Tulsa.

An asterisk (*) indicates that a restaurant was the recipient of a 1991 S&MM Business Executives' Dining Award (BEDA), and these establishments have been listed regardless of whether they appear in, or have been rated by, the *Mobil® Travel Guides*. In cases where establishments do not appear in Mobil's listings, price codes are unavailable.

DAILY AUTO RENTAL—Listings in this section are based on Runzheimer International's 1992 *Runzheimer*

Meal-Lodging Cost Index and reflect average daily rates for the local nondiscounted cost of renting a compact car (excluding insurance, tax, and mileage restrictions, where applicable). Due to the frequent changes in such rates and the possibility of local promotions and discounts, however, these rates should only be used as a basic guideline when allocating auto-rental expenses. Additional rates were supplied by *Sales & Marketing Management*.

AIRPORT-TO-CITY TRANSPORTATION—The Distance shown reflects the number of miles between the airport and the main city in a given metro area (usually the first city listed in a multiple market). The Time is the approximate driving time between the airport and downtown. Taxi rates reflect an average one-way fare from the airport to downtown, and Limo rates cover both airport shuttle-type transportation (usually lower than taxi rates) and private limousine service (which is often higher than taxi fare). A notation of N.A. means that limo service is either unavailable or rates are unpublished. ➤

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METRO MARKET PROFILES

AKRON, OHIO

VITAL STATISTICS

Population: 658,600
Households: 249,700
Median Age: 33.5
Total EBI: \$8,656,674,000
Median Hshld. EBI: \$27,387
Total Retail Sales: \$4,335,153,000
Buying Power Index: 2482
Chamber of Commerce: 376-5550
Convention & Visitors Bureau:
800-245-4254/376-4254
Telephone Area Code: 216

MEAL & LODGING COSTS

Avg. Daily Lodging: \$94.10
Meals: B-\$5.28
L-\$7.63
D-\$18.12
PER DIEM
Total: \$125.13
Index: 82
TAX RATES
Meals: 5.75%
Lodging: 11.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Aurora Inn	Aurora	562-6121	\$72-143
Best Western Aurora			
Woodland Hills	Aurora	562-9151	\$99-123
Hilton Inn West	Akron	867-5000	\$68-102
Hilton Quaker Square	Akron	253-5970	\$70-135
Holiday Inn	Akron	666-4131	\$54-75

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Quaker Square	Akron	253-5970	\$75
Holiday Inn	Hudson	653-9191	\$44-70

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Lanning's	Akron	864-2553	M
Maison Martel	Akron	867-4114	M
Tangier	Akron	376-7171	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 15 mi. SE
Time: 20-30 min.
Taxi: \$32.00
Limo: \$8.25

DAILY AUTO RENTAL

Average Rate: \$48.50

ALBANY-SCHENECTADY-TROY, N.Y.

VITAL STATISTICS

Population: 879,900
Households: 338,000
Median Age: 34.1
Total EBI: \$13,612,194,000
Median Hshld. EBI: \$30,420
Total Retail Sales: \$7,045,006,000
Buying Power Index: 3816
Chamber of Commerce: 434-1214/
372-5656/274-7020
Convention & Visitors Bureau: 800-258-3582/
434-1217/372-5656/274-7020
Telephone Area Code: 518

MEAL & LODGING COSTS

Avg. Daily Lodging: \$95.00
Meals: B-\$4.68
L-\$6.61
D-\$17.90
PER DIEM
Total: \$124.19
Index: 82
TAX RATES
Meals: 7.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Desmond Americana	Albany	869-8100	\$109-134
Gideon Putnam	Saratoga Springs	584-3000	\$85-100
Holiday Inn	Schenectady	393-4141	\$50-95
Holiday Inn-Turf on Wolf Rd.	Albany	458-7520	\$88-113
Inn at the Century	Cohoes	785-0931	\$69-79
Marriott Albany	Albany	458-8444	\$90-150
Ramada Renaissance	Saratoga Springs	584-4000	\$72-96

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Hotel	Albany	462-6611	
Marriott Albany	Albany	458-8444	\$65-131
Ramada Renaissance	Saratoga Springs	584-4000	\$76-96
Rensselaerville Institute	Rensselaerville	797-5100	\$95-120

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Chateau Bellevue	Tannersville	589-5525	M
Gregory House	Averill Park	674-3774	M
La Griglia	Windham	734-4499	M
Nicole's Bistro at L'Auberge	Albany	465-1111	M
Raindancer Steak Parlour	Amsterdam	842-2606	M
La Serre	Albany	463-6056	M
Stone Ends	Glenmont	465-3178	M
Vesuvio	Hensonville	734-8663	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. NW
Time: 20 min.
Taxi: \$13.00
Limo: \$13.00

DAILY AUTO RENTAL

Average Rate: \$49.75

ALBUQUERQUE, N.M.

VITAL STATISTICS

Population: 491,300
Households: 189,800
Median Age: 32.2
Total EBI: \$6,046,999,000
Median Hshld. EBI: \$23,945
Total Retail Sales: \$3,933,194,000
Buying Power Index: 1909
Chamber of Commerce: 764-3740
Convention & Visitors Bureau:
800-284-2282/243-3696
Telephone Area Code: 505

MEAL & LODGING COSTS

Avg. Daily Lodging: \$81.79
Meals: B-\$6.76
L-\$11.14
D-\$17.73
PER DIEM
Total: \$117.42
Index: 77
TAX RATES
Meals: 5.75%
Lodging: 10.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Amfac Hotel	Albuquerque	843-7000	\$69-94
Barcelona Court	Albuquerque	255-5566	\$75
Best Western Rio Rancho	Rio Rancho	892-1700	\$45-49
Doubletree	Albuquerque	247-3344	\$54-99
Hilton Inn	Albuquerque	884-2500	\$80-110
Holiday Inn-Midtown	Albuquerque	884-2511	\$70-92
Holiday Inn Pyramid	Albuquerque	821-3333	\$83-95
Howard Johnson Plaza	Albuquerque	821-9451	\$56-66
Hyatt Regency	Albuquerque	842-1234	\$66-145
Marriott Albuquerque	Albuquerque	881-6800	\$109-145
Markus Courtyard	Albuquerque	843-6600	\$70-80
Radisson Inn Airport	Albuquerque	247-0512	\$65-85

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Amfac Hotel	Albuquerque	843-7000	
Four Seasons Inn	Albuquerque	888-3311	
Hilton Inn	Albuquerque	884-2500	
Holiday Inn Pyramid	Albuquerque	821-3333	\$64-80
Marriott Albuquerque	Albuquerque	881-6800	
Ramada Hotel Classic	Albuquerque	881-0000	\$60-105

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Imperial Wok	Albuquerque	294-1555	M
Luna Mansion	Los Lunas	865-7333	M
Monte Vista Fire Station	Albuquerque	881-6800	M
Prairie Star	Bernalillo	867-3327	M
Restaurant André	Albuquerque	268-5354	M
Stephen's	Albuquerque	842-1773	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. SE
Time: 10-20 min.
Taxi: \$10.00
Limo: \$10.00

DAILY AUTO RENTAL

Average Rate: \$53.00

ALLENTOWN-BETHLEHEM-EASTON, PA.

VITAL STATISTICS

Population: 692,300
Households: 262,100
Median Age: 35.5
Total EBI: \$9,973,167,000
Median Hshld. EBI: \$30,117
Total Retail Sales: \$5,190,601,000
Buying Power Index: 2840
Chamber of Commerce:
437-9661/867-3788/253-4211
Convention & Visitors Bureau:
800-633-8437/882-9200
Telephone Area Code: 215

MEAL & LODGING COSTS

Avg. Daily Lodging: \$83.38
Meals: B-\$6.58
L-\$10.90
D-\$27.40
PER DIEM
Total: \$128.26
Index: 84
TAX RATES
Meals: 6.0%
Lodging: None

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Bethlehem Hotel	Bethlehem	867-3711	\$47-82
Hilton Allentown	Allentown	433-2221	\$82-108
Holiday Inn	Bethlehem	866-5800	\$73-91
Sheraton Jaiport	Allentown	266-1000	\$80-104

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
George Washington Lodge	Allentown	433-0131	\$40-60
Hilton Allentown	Allentown	433-2221	\$76-109

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Appennino	Allentown	799-2727	M
Balliettsville Inn	Balliettsville	799-2435	ME
Blair Creek Inn	Mertztown	682-6700	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 4 mi. NE

Time: 15-20 min.

Taxi: \$10.50

Limo: N/A

DAILY AUTO RENTAL

Average Rate: \$45.25

ANAHEIM-SANTA ANA, CAL.

VITAL STATISTICS

Population: 2,451,100

Households: 841,200

Median Age: 31.6

Total EBI: \$43,950,506,000

Median Hshld. EBI: \$41,179

Total Retail Sales: \$22,166,980,000

Buying Power Index: 1,915

Chamber of Commerce:

758-0222/541-5353

Convention & Visitors Bureau:

999-8999/771-2300

Telephone Area Code: 714

MEAL & LODGING COSTS

Avg. Daily Lodging: \$162.59

Meals: B-\$6.44

L-\$11.40

D-\$18.70

PER DIEM

Total: \$199.13

Index: 131

TAX RATES

Meals: 7.75%

Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Newport Mesa Inn	Costa Mesa	650-3020	\$54-72
Best Western Sunset Beach Inn	Sunset Beach	840-2431	\$87-119
Country Side Inn	Costa Mesa	549-0300	\$85-95
Crown Sterling Suites	Anaheim	632-1221	\$109-149
Crown Sterling Suites	Santa Ana	241-3800	\$109-149
Disneyland Hotel	Anaheim	778-6600	\$120-215
Doubletree Hotel	Orange	634-4500	\$109-129
Embassy Suites	Buena Park	739-5600	\$109-159
Embassy Suites	Irvine	553-8332	\$124-149
Hilton Hotel & Towers	Anaheim	750-4221	\$140-220
Hilton Suites-Orange/Anaheim	Orange	938-1111	\$140-180
Hilton Waterfront Beach	Huntington Beach	960-7873	\$145-250
Holiday Inn-Anaheim Center	Anaheim	758-0900	\$72-95
Howard Johnson	Anaheim	776-6120	\$65-93
Hyatt Regency Alicante	Garden Grove	971-3000	\$79-149
Hyatt Regency Irvine	Irvine	975-1234	\$119-159
Inn at Laguna Beach	Laguna Beach	497-9722	\$139-299
Marriott Anaheim	Anaheim	750-8000	\$119-199
Marriott at California State University	Fullerton	738-7800	\$129-139
Marriott Courtyard	Buena Park	670-6600	\$80-100
Marriott Hotel & Tennis Club	Newport Beach	640-4000	\$139-175
Marriott Irvine-Airport	Irvine	553-0100	\$79-160
Marriott Suites	Costa Mesa	957-1100	\$119-159
Marriott Suites	Newport Beach	854-4500	\$149-169
Pan Pacific	Anaheim	999-0990	\$130-160
Ramada Hotel	Santa Ana	966-1955	\$69-99
Red Lion Inn-Airport	Costa Mesa	540-7000	\$119-165
Surf & Sand	Laguna Beach	497-4477	\$175-275

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Buena Park Hotel & Convention Center	Buena Park	995-1111	
Dana Point Resort	Dana Point	661-5000	\$100-220
Days Inn	Fullerton	635-9000	\$45-63
Disneyland Hotel	Anaheim	778-6600	\$106-135
Doubletree Hotel	Orange	634-4500	\$99-129
Embassy Suites	Brea	990-6000	
Four Seasons Hotel	Newport Beach	759-0808	
Grand Hotel	Anaheim	772-7777	\$80-100
Hilton Hotel & Towers	Anaheim	750-4321	
Hilton Waterfront Beach	Huntington Beach	960-7873	\$90-180
Holiday Inn-Buena Park	Buena Park	522-7000	\$55
Holiday Inn-Gateway Plaza	La Mirada	739-8500	\$78

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hyatt Newporter	Newport Beach	729-1234	
Hyatt Regency Alicante	Garden Grove	971-3000	\$89-155
Hyatt Regency	Irvine	975-1234	\$99-160
Inn at the Park	Anaheim	750-1811	
Marriott Anaheim	Anaheim	750-8000	\$50-170
Marriott Hotel & Tennis Club	Newport Beach	640-4000	\$95-125
Marriott Irvine-Airport	Irvine	553-0100	\$65-129
Marriott Suites	Newport Beach	854-4500	
Meridian Newport Beach	Newport Beach	476-2001	\$125-145
Pan Pacific	Anaheim	999-0990	\$63-98
Plaza Hotel	Anaheim	772-5900	\$59-79
Radisson Plaza Hotel-Airport	Irvine	833-9999	\$65-115
Quality Hotel & Convention Center	Anaheim	750-3131	\$50-60
Red Lion Inn-Airport	Costa Mesa	540-7000	\$70-105
Ritz-Carlton Laguna Niguel	Laguna Niguel	240-2000	
Sheraton Anaheim	Anaheim	778-1700	\$80-120
Sheraton Newport Beach	Newport Beach	833-0570	\$75-160
Westin South Coast Plaza	Costa Mesa	540-2500	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Antonello	Santa Ana	751-7153	M
The Cat and the Custard Cup	La Habra	992-6496	M
The Cellar	Fullerton	525-5682	M
Chanteclair	Irvine	752-8001	M
*The Crab Cooker	Newport Beach	673-0100	M
The Dining Room	Laguna Niguel	240-2000	E
Five Crowns	Carona Del Mar	760-0031	M
L'Hirondelle	San Juan Capistrano	661-0425	M
Mr. Stax	Anaheim	634-2994	M
Pavilion	Newport Beach	759-0808	ME
The Ritz	Newport Beach	720-1800	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. SE

Time: 20-30 min.

Taxi: \$24.50

Limo: \$10.00

DAILY AUTO RENTAL

Average Rate: \$34.50

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

ATLANTA, GA.

VITAL STATISTICS

Population: 2,914,800

Households: 1,087,000

Median Age: 31.6

Total EBI: \$44,471,418,000

Median Hshld. EBI: \$32,838

Total Retail Sales: \$24,167,781,000

Buying Power Index: 1,2695

Chamber of Commerce: 880-9000

Convention & Visitors Bureau: 521-6600

Telephone Area Code: 404

MEAL & LODGING COSTS

Avg. Daily Lodging: \$120.63

Meals: B-\$7.48

L-\$11.08

D-\$35.10

PER DIEM

Total: \$174.54

Index: 115

TAX RATES

Meals: 6.0%

Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Amberley Suite Hotel	Norcross	263-0515	\$50-70
Atlanta Penta	Atlanta	881-6000	\$114-155
Best Western Falcon Inn	Swansea	945-6751	
Doubletree	Atlanta	395-3900	\$119-149
French Quarter Suites	Atlanta	980-1900	\$99-119
Guest Quarters-Perimeter Center	Atlanta	396-6800	\$109-164
Hilton & Towers	Atlanta	659-2000	\$150-205
Hilton Northwest	Atlanta	953-9300	\$78-108
Hilton at Peachtree Corners	Norcross	447-4747	\$84-114
Holiday Inn	Swansea	945-4921	\$39-69
Hyatt Regency Atlanta	Atlanta	577-1234	\$165-185
Hyatt Regency Ravinia	Atlanta	395-1234	\$109-169
Hyatt Regency Suites-Northwest Perimeter	Atlanta	956-1234	\$105-150
JW Marriott	Atlanta	262-3344	\$115-229
Lenox Inn	Atlanta	261-5500	\$62-67
Marriott-Airport	College Park	766-7900	\$24-149
Marriott Atlanta	Norcross	263-8558	\$69-106
Marriott Courtyard-Airport	College Park	997-2220	\$79-86
Marriott Courtyard-Northlake	Atlanta	938-1200	\$74-84
Marriott Gwinnett Place	Duluth	923-1775	\$108-118
Marriott Marquis	Atlanta	521-0000	\$175
Marriott Suites-Atlanta Perimeter	Atlanta	668-0808	\$124-139

METRO MARKET PROFILES

ATLANTA, GA. (cont.)

HOTELS/MOTELS NAME	CITY	PHONE	RATES*
Omni Hotel at CNN Center	Atlanta	659-0000	\$170-190
Ramada Inn-Six Flags	Atlanta	691-4100	\$60-75
Sheraton Colony Square	Atlanta	892-6000	\$139-169
Sheraton Suite-Cumberland	Atlanta	955-3900	\$99-149
Stone Mountain Inn	Stone Mountain	469-3311	\$60-95
Stouffer Waverly Hotel	Atlanta	953-4500	\$145-185
Terrace Garden Inn	Atlanta	261-9250	\$95-155
Westin Peachtree Plaza	Atlanta	659-1400	\$145-210
Wyndham Midtown	Atlanta	873-4800	\$125-145
Wyndham Vinings	Atlanta	432-5555	\$99-109

MEETING SITES/CONFERENCE CENTERS NAME	CITY	PHONE	GROUP RATES
Aberdeen Woods Conference Center	Peachtree City	487-3029	\$165-205
Atlanta Penta Castlegate Hotel & Conference Center	Atlanta	881-6000	\$115-155
Evergreen Conference Center & Resort	Atlanta	351-6100	
Hilton-Airport	Stone Mountain	879-9013	\$157-198
Hilton & Towers	Hapeville	767-9000	\$100-160
Hilton Northwest	Atlanta	659-2000	\$155-195
Hilton at Peachtree Corners	Atlanta	953-9300	\$65-95
Holiday Inn Airport North	Norcross	447-4747	\$79-109
Holiday Inn Buckhead	Atlanta	762-8411	
Holiday Inn Crowne Plaza Ravina	Atlanta	231-1234	\$60-88
Howard Johnson Plaza Hotel	Atlanta	395-7700	\$109-159
Hyatt Atlanta Airport	Atlanta	659-2660	\$81-129
Hyatt Regency Atlanta	College Park	991-1234	\$69-140
JW Marriott	Atlanta	577-1234	\$49-155
Lanier Plaza Hotel & Conference Center	Atlanta	262-3344	\$105-165
Marriott-Airport	Atlanta	873-4661	
Marriott Gwinnett Place	College Park	766-7900	
Marriott Marquis	Duluth	923-1775	\$75-105
Marriott Northwest	Atlanta	521-0000	\$119-175
Marriott Perimeter Center	Atlanta	952-7900	\$65-109
Marriott Suites Midtown	Atlanta	394-6500	
Nikko Hotel	Atlanta	876-8888	\$99-164
Omni Hotel at CNN Center	Atlanta	365-8100	\$89-145
Peachtree Executive Conference Center	Atlanta	659-0000	
Radisson Atlanta	Peachtree City	487-2000	\$159-169
Radisson Inn	Atlanta	659-6500	
Ramada Atlanta Airport	Dunwoody	394-5000	
Ramada Capitol Plaza	College Park	768-7800	\$55-69
Ramada Renaissance	Atlanta	688-1900	\$55-75
Ritz-Carlton Atlanta	College Park	762-7676	\$85-115
Ritz-Carlton Buckhead	Atlanta	659-0400	\$150-235
Sheraton Airport Hotel	Atlanta	237-2700	\$145-245
Sheraton Century Center	East Point	768-6660	\$87-97
Stouffer Concourse Hotel	Atlanta	325-0000	\$74-104
Stouffer Waverly Hotel	College Park	248-3600	
Terrace Garden Inn	Atlanta	953-4500	
Westin Peachtree Plaza	Atlanta	261-9250	\$69-125
			\$155-220

RESTAURANTS NAME	CITY	PHONE	PRICE CODE
*The Abbey	Atlanta	876-8831	M
*Anthony's	Atlanta	262-7379	M
*Aunt Fanny's Cabin	Smyrna	436-5218	M
*Bone's Steak & Seafood	Atlanta	237-2663	M-E
The Cafe at the Ritz-Carlton	Atlanta	659-0400	M
The Cafe at the Ritz- Carlton Buckhead	Atlanta	237-2700	M
Carbo's Cafe	Atlanta	231-4433	M
Chateau Elan's LeClos & Cafe	Atlanta	867-8200	M
Chops	Atlanta	262-2675	M
City Grill	Atlanta	524-2489	M
*Coach and Six	Atlanta	872-6666	M
Le Crocodile	Atlanta	266-1799	M
The Dining Room at the Ritz-Carlton Buckhead	Atlanta	237-2700	E
*Fish Market	Atlanta	262-3165	M
The Grille Room	Lake Lanier	945-8921	M
La Grotta	Atlanta	231-1368	M
Hedgerose Heights Inn	Atlanta	233-7673	M
HSU'S Gourmet Chinese Restaurant	Atlanta	233-3891	M
The Lark and the Dove	Atlanta	256-2922	M
The Mansion	Atlanta	876-0727	M
Nakato	Atlanta	873-6582	M-E
Nikolai's Roof	Atlanta	659-2000	E
103 West	Atlanta	233-5993	M

RESTAURANTS NAME	CITY	PHONE	PRICE CODE
*Pano's and Paul's	Atlanta	261-3662	M
*Papa Pirozki's Russian Cafe	Atlanta	252-1118	M
Patio by the River	Atlanta	432-2808	M
Petite Auberge	Atlanta	634-6268	M
*Pittypat's Porch	Atlanta	425-8228	M
The Planters	Marietta	427-4646	M-E
The Restaurant	Atlanta	659-0400	M-E
La Tour	Atlanta	233-8833	M
Trio	Atlanta	231-8740	M

AIRPORT-TO-CITY TRANSPORTATION	DAILY AUTO RENTAL
Distance: 8 mi. SW	Average Rate: \$53.00
Time: 20-30 min.	
Taxi: \$15.00	
Limo: \$7.00	

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

ATLANTIC CITY, N.J.

VITAL STATISTICS	MEAL & LODGING COSTS
Population: 323,000	Avg. Daily Lodging: \$145.90
Households: 124,500	Meals: B-N.A.
Median Age: 35.0	L-N.A.
Total EBI: \$4,436,325,000	D-N.A.
Median Hshld. EBI: \$25,148	PER DIEM
Total Retail Sales: \$3,110,249,000	Total: N.A.
Buying Power Index: 1406	Index: N.A.
Chamber of Commerce: 345-5600	TAX RATES
Convention & Visitors Bureau: 348-7100	Meals: 7.0%
Telephone Area Code: 609	Lodging: 13.0%

HOTELS/MOTELS NAME	CITY	PHONE	RATES
Bally's Grand Hotel & Casino	Atlantic City	347-7111	\$160-200
Bally's Park Place Casino	Atlantic City	340-2000	\$115-205
Beach Club Hotel	Ocean City	399-8555	\$118-190
Caesars Atlantic City	Atlantic City	348-4411	\$120-215
Flanders Hotel	Ocean City	399-1000	\$74-150
Golden Inn	Avalon	368-5155	\$127-177
Harrah's Casino Hotel	Atlantic City	441-5000	\$120-155
Merv Griffin's Resort Casino Hotel	Atlantic City	344-6000	\$95-200
Montreal Hotel	Cape May	884-7011	\$66-106
Pan American Motor Inn	Wildwood Crest	522-6936	\$127-130
Port-O-Call	Ocean City	399-8812	\$166-199
Port Royal	Wildwood Crest	729-2000	\$108-129
Showboat Hotel & Casino	Atlantic City	343-4000	\$125-180
Tropworld Casino	Atlantic City	340-4000	\$115-175
Trump Regency	Atlantic City	344-4000	\$150-180

MEETING SITES/CONFERENCE CENTERS NAME	CITY	PHONE	GROUP RATES
Bally's Grand Hotel & Casino	Atlantic City	347-7111	
Bally's Park Place Casino	Atlantic City	340-2000	
Caesars Atlantic City	Atlantic City	348-4411	\$65-100
Claridge Casino & Hotel	Atlantic City	340-3400	\$88-130
Flanders Hotel	Ocean City	399-1000	
Golden Inn	Avalon	368-5155	\$50-105
Marriott Seaview Resort	Absecon	652-1800	\$99-175
Merv Griffin's Resort Casino Hotel	Atlantic City	344-6000	\$60-89
Sands Hotel Casino	Atlantic City	441-4150	\$45-130
Showboat Hotel & Casino	Atlantic City	343-4000	
Tropworld Casino	Atlantic City	340-4000	\$65-125
Trump Castle Casino Resort	Atlantic City	441-2000	
Trump Plaza Hotel & Casino	Atlantic City	441-6760	\$60-175
Trump Taj Mahal	Atlantic City	449-1000	\$90-125

RESTAURANTS NAME	CITY	PHONE	PRICE CODE
Ivana's	Atlantic City	441-6000	M
Ram's Head Inn	Absecon	652-1700	M
Washington Inn	Cape May	884-5697	M

AIRPORT-TO-CITY TRANSPORTATION	DAILY AUTO RENTAL
Distance: 13 mi. NW	Average Rate: \$35.15
Time: 20 min.	
Taxi: \$25.00	
Limo: \$7.00	

AUSTIN, TEXAS

VITAL STATISTICS

Population: 798,000
Households: 310,400
Median Age: 29.5
Total EBI: \$11,352,636,000
Median Hshld. EBI: \$26,741
Total Retail Sales: \$6,132,077,000
Buying Power Index: 3274
Chamber of Commerce: 478-9383
Convention & Visitors Bureau: 474-5171
Telephone Area Code: 512

MEAL & LODGING COSTS

Avg. Daily Lodging: \$116.56
Meals: B-\$8.25
L-\$9.84
D-\$17.94
PER DIEM
Total: \$152.29
Index: 100
TAX RATES
Meals: 8.0%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Doubletree	Austin	454-3737	\$86-145
Driskill Hotel	Austin	474-5911	\$109-119
Embassy Suites	Austin	469-9000	\$92-102
Guest Quarters	Austin	478-7000	\$130-160
Hyatt Regency	Austin	477-1234	\$109-140
Marriott at the Capitol	Austin	478-1111	\$85-135
Radisson Plaza	Austin	476-3700	\$105-145
Red Lion Airport	Austin	323-5466	\$99-109
Wyndham Southpark	Austin	448-2222	\$109-119

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Barton Creek			
Conference Resort	Austin	329-4000	
Driskill Hotel	Austin	474-5911	\$65-85
Four Seasons Hotel	Austin	478-4500	
Hilton & Towers	Austin	451-5757	\$65-78
Hyatt Regency	Austin	477-1234	
Marriott at the Capitol	Austin	478-1111	\$55-119
Radisson Plaza	Austin	476-3700	
Stouffer Austin Hotel	Austin	343-2626	
Wyndham Southpark	Austin	448-2222	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Courtyard Grille	Austin	476-7095	M
Hudson's on the Bend	Austin	266-1369	M
Riverside Cafe	Austin	478-4500	M
Trotton Grande	Austin	343-2626	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 4 mi. NE
Time: 8-9 min.
Taxi: \$6.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$36.00

BALTIMORE, MD.

VITAL STATISTICS

Population: 2,404,900
Households: 888,600
Median Age: 33.4
Total EBI: \$36,179,630,000
Median Hshld. EBI: \$33,440
Total Retail Sales: \$17,489,333,000
Buying Power Index: 9991
Chamber of Commerce: 727-2820
Convention & Visitors Bureau:
800-343-3468/659-7300
Telephone Area Code: 410

MEAL & LODGING COSTS

Avg. Daily Lodging: \$126.82
Meals: B-\$7.77
L-\$10.58
D-\$23.64
PER DIEM
Total: \$168.81
Index: 111
TAX RATES
Meals: 5.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western at BWI Airport	Dorsey	796-3300	\$69-73
Brookshire	Baltimore	625-1300	\$109-199
Clarion Inn-Harrison's Pier 5	Baltimore	783-5553	\$99-185
Embassy Suites	Hunt Valley	584-1400	\$104
Guest Quarters-Airport	Linthicum	850-0747	\$140-190
Hilton Inn	Pikesville	653-1100	\$98-108
Holiday Inn	Annapolis	224-3150	\$75-119
Hyatt Regency	Baltimore	528-1234	\$125-200
Loews Annapolis	Annapolis	263-0084	\$100-155
Marriott Courtyard	Annapolis	266-1555	\$70-80
Marriott Hunt Valley Inn	Hunt Valley	785-7000	\$102-112
Marriott Inner Harbor	Baltimore	962-0202	\$195-205
Omni Inner Harbor	Baltimore	752-1100	\$119-176
Peabody Court	Towson	727-7101	\$125-225
Quality Inn	Baltimore	825-9190	\$49-74
Ramada Inn	Annapolis	266-3131	\$79-109
Sheraton at BWI Airport	Baltimore	859-3300	\$89-149

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Sheraton Hotel	Towson	321-7400	\$99-132
Sheraton Inner Harbor	Baltimore	962-8300	\$119-230
Tremont Hotel	Baltimore	576-1200	\$115-170
Tremont Plaza Hotel	Baltimore	727-2222	\$115-165
Turf Valley Hotel & Country Club	Ellicott City	465-1500	\$80-145

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Columbia Inn	Columbia	730-3900	\$59-125
Embassy Suites	Hunt Valley	584-1400	\$84-104
Guest Quarters-Airport	Linthicum	850-0747	\$99-145
Harbor Court	Baltimore	234-0550	
Historic Inns of Annapolis	Annapolis	263-2641	\$80-165
Holiday Inn-Inner Harbor	Baltimore	685-3500	\$65-109
Hyatt Regency	Baltimore	528-1234	\$145-225
Marriott Hotel-BWI Airport	Linthicum	859-8300	\$73-155
Marriott Hunt Valley Inn	Hunt Valley	785-7000	
Marriott Inner Harbor	Baltimore	962-0202	
Omni Inner Harbor	Baltimore	752-1100	\$99-145
Quality Inn	Towson	825-9190	\$42-52
Radisson Plaza Lord	Baltimore	539-8400	\$79-134
Ramada Annapolis Hotel	Annapolis	266-3131	
Ramada Hotel Baltimore	Baltimore	265-1100	\$45-77
Sheraton Hotel	Towson	321-7400	\$59-109
Sheraton Inner Harbor	Baltimore	962-8300	\$99-165
Stouffer Harborplace Hotel	Baltimore	547-1200	\$99-180

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Brass Elephant	Baltimore	547-8480	M
Cafe des Artistes	Baltimore	664-2200	M
Carroll's Creek	Eastport	263-8102	M
Conrad's	Severna Park	544-3328	M
Danny's	Baltimore	539-1393	M
Fiori	Owings Mill	363-3131	M
Hampton's	Baltimore	234-0550	E
*Hausner's	Baltimore	327-8365	M
Hersh's Orchard Inn	Towson	823-0384	M
Jeannier's	Baltimore	889-3303	M
Kings Contrivance	Columbia	995-0500	M
Penwick House	Dunkirk	855-5388	M
Pimlico	Pikesville	486-6776	M
Polo Grill	Baltimore	235-8200	M
La Provence	Baltimore	837-6600	M
Rustic Inn	Annapolis	263-2626	M
Tia Pepe	Baltimore	539-4685	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. S
Time: 15-25 min.
Taxi: \$13.00
Limo: \$5.00

DAILY AUTO RENTAL

Average Rate: \$34.50

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

BIRMINGHAM, ALA.

VITAL STATISTICS

Population: 911,000
Households: 346,600
Median Age: 33.8
Total EBI: \$11,120,764,000
Median Hshld. EBI: \$24,052
Total Retail Sales: \$6,764,710,000
Buying Power Index: 3439
Chamber of Commerce: 323-5461
Convention & Visitors Bureau:
800-962-6453/252-9825
Telephone Area Code: 205

MEAL & LODGING COSTS

Avg. Daily Lodging: \$77.94
Meals: B-\$6.48
L-\$8.20
D-\$19.29
PER DIEM
Total: \$111.91
Index: 73
TAX RATES
Meals: 7.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Crowne Sterling Suites	Birmingham	879-7400	\$99-114
Holiday Inn-Airport	Birmingham	591-6900	\$62-72
Marriott Courtyard	Homewood	879-0400	\$70-76
Mountain Brook Inn	Mountain Brook	870-3100	\$67-77
Pickwick Hotel	Birmingham	933-9555	\$99
Ramada Inn-Airport	Birmingham	591-7900	\$53-65
Rime Garden Suites	Birmingham	951-1200	\$70-120
Sheraton Perimeter Park South	Birmingham	967-2700	\$73-87
UAB University Inn	Birmingham	933-7700	\$48-52

METRO MARKET PROFILES

BIRMINGHAM, ALA. (cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Radisson Hotel Medical Center	Birmingham	933-9000	
Sheraton Hotel-Civic Center Plaza	Birmingham	322-1234	
Wynfrey Hotel at Riverchase	Birmingham	987-1600	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Highlands	Birmingham	939-1400	M
The Pillars	Birmingham	933-9311	M
Tutwiler	Birmingham	322-2100	M
Winston's	Birmingham	988-5665	ME

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. NE
Time: 15 min.
Taxi: \$8.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$56.33

BOISE, IDAHO

VITAL STATISTICS

Population: 208,100
Households: 78,400
Median Age: 31.8
Total EBI: \$2,845,257,000
Median Hshld. EBI: \$27,774
Total Retail Sales: \$1,479,895,000
Buying Power Index: 0818
Chamber of Commerce: 344-5515
Convention & Visitors Bureau: 800-635-5240/344-7777
Telephone Area Code: 208

MEAL & LODGING COSTS

Avg. Daily Lodging: \$75.50
Meals: B-N.A.
L-N.A.
D-N.A.
PER DIEM
Total: N.A.
Index: N.A.
TAX RATES
Meals: 5.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn	Boise	344-8365	\$63.79
Owyhee Plaza Hotel	Boise	343-4611	\$45.74
Red Lion-Downtown	Boise	344-7691	\$62.87
Red Lion-Riverside	Boise	343-1871	\$87.107

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Red Lion-Downtown	Boise	344-7691	
Red Lion-Riverside	Boise	343-1871	

RESTAURANTS**

NAME	CITY	PHONE	PRICE CODE
Rick's Cafe Americain	Boise	342-4222	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3.5 mi. S
Time: 10-15 min.
Taxi: \$8.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$43.50

**None of the restaurants in this metro area meet the established criteria for inclusion in the SMBP's listings. Therefore, a sampling of local restaurants has been selected independently.

BOSTON-LAWRENCE-SALEM-LOWELL-BROCKTON, MASS.

VITAL STATISTICS

Population: 3,791,400
Households: 1,415,000
Median Age: 33.6
Total EBI: \$68,268,400,000
Median Hshld. EBI: \$36,445
Total Retail Sales: \$32,453,768,000
Buying Power Index: 1.8165
Chamber of Commerce: 227-4500/
686-0900/744-0004/454-5633/586-0500
Convention & Visitors Bureau: 536-4100/
937-9300

MEAL & LODGING COSTS

Avg. Daily Lodging: \$149.57
Meals: B-\$6.37
L-\$11.23
D-\$26.53
PER DIEM
Total: \$193.70
Index: 127
TAX RATES
Meals: 5.0%
Lodging: 9.7%

Telephone Area Code: 617 (Babson Park/Bedford/Boston/Braintree/Burlington/Cambridge/Dedham/Lexington/Lynnfield/Medford/Needham/Newton/Norwood/Wakefield/Waltham/Woburn); 508 (Andover/Beverly/Boston/Brockton/Chelmsford/Danvers/Framingham/Gloucester/Lowell/Marlborough/Natick/Newburyport/Pigeon Cove/Plymouth/Rockport/Salem/Tyngsboro/Westford)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Royal Plaza	Marlborough	460-0700	\$88.107
Boston Hotel	Boston	523-3600	\$165-255
Boston Park Plaza			
Hotel & Towers	Boston	426-2000	\$110-185
Boston Vista Waltham	Waltham	290-5600	\$119-165
Charles at Harvard Square	Cambridge	864-1200	\$199-259
Colonial Hilton	Wakefield	245-9300	\$85-150
Copley Plaza	Boston	267-5300	\$190-260
Guest Quarters Suites	Boston	783-0090	\$159-209
Guest Quarters Suites	Waltham	890-6767	\$154-164
Hilton-Dedham Place	Dedham	329-7900	\$115-130
Hilton-Logan Airport	Boston	569-9300	\$60-180
Holiday Inn Crown Plaza	Natick	653-8800	\$79-154
Hyatt Regency	Cambridge	492-1234	\$129-220
Lenox Hotel	Boston	536-5300	\$105-210
Marriott Burlington	Burlington	229-6565	\$155-170
Marriott Cambridge	Cambridge	494-6600	\$177-185
Marriott Copley Place	Boston	236-5800	\$195-210
Marriott Long Wharf	Boston	227-0800	\$190-235
Marriott Newton	Newton	969-1000	\$145-165
Quality Inn-King's Grant Inn	Danvers	774-6800	\$70-100
Radisson Heritage Hotel	Chelmsford	256-0800	\$79-106
Sandy Bay Motor Inn	Rockport	546-7155	\$86-118
Seacrest Manor	Rockport	546-2211	\$70-98
Seaward Hotel	Rockport	546-3471	\$72-170
Sheraton Hotel & Towers	Boston	236-2000	\$180-250
Sheraton Inn	Lowell	452-1200	\$180-119
Sheraton Inn	Plymouth	747-4900	\$90-120
Sheraton Tara	Braintree	848-0600	\$104-172
Sheraton Tara	Danvers	777-2500	\$109-149
Sheraton Tara	Framingham	879-7200	\$89-155
Sheraton Tara	Lexington	862-8700	\$120-155
Sheraton Tara	Newton	969-3010	\$85-155
Stouffer Bedford Glen Hotel	Bedford	275-5500	\$140-189
Westford Regency	Westford	692-8200	\$98-106
Westin Copley Place	Boston	262-9600	\$195-245
Yankee Clipper Inn	Pigeon Cove	546-3407	\$160-220

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Babson College—Center for Executive Education	Babson Park	239-4000	\$199-265
Best Western Royal Plaza	Marlborough	460-0700	
Boston Park Plaza			
Hotel & Towers	Boston	426-2000	\$95-160
Boston University Corporate Education Center	Tyngsboro	649-9731	
Boston Vista Waltham	Waltham	290-5600	\$85-140
Charles at Harvard Square	Cambridge	864-1200	
Colonial Hilton	Wakefield	245-9300	
Copley Plaza	Boston	267-5300	\$99-220
Factory Mutual Conference Center & Inn	Norwood	762-4300	\$49-95
Fifty-Seven Park Plaza Hotel	Boston	482-1800	\$90-140
Guest Quarters Suites	Boston	783-0090	\$99-170
Hilton-Back Bay	Boston	236-1100	\$89-180
Hilton-Dedham Place	Dedham	392-7900	\$85-125
Hilton-Logan Airport	Boston	569-9300	\$60-180
Holiday Inn Crown Plaza	Natick	653-8800	\$59-118
Holiday Inn	Marlborough	481-3000	\$59-89
Host Hotel	Boston	263-0518	\$59-99
Host Hotel-Rolling Green	Andover	475-5400	\$60-75
Hyatt Regency	Cambridge	492-1234	\$110-215
John B. Hynes Veterans Memorial Convention Center	Boston	954-2000	
Marriott Andover	Andover	975-3600	\$110-120
Marriott Burlington	Burlington	229-6565	\$65-154
Marriott Cambridge	Cambridge	494-6600	
Marriott Copley Place	Boston	236-5800	\$85-195
Marriott Long Wharf	Boston	227-0800	\$130-200
Meridian Hotel	Boston	451-1900	\$109-250
Omni Parker House	Boston	227-8600	\$100-160
Radisson Heritage Hotel	Chelmsford	256-0800	\$65-100
Radisson Hotel	Woburn	932-0999	
Ritz-Carlton	Boston	536-5700	
Royal Sonesta Hotel	Cambridge	491-3600	\$89-140
Sheraton Hotel & Towers	Boston	236-2000	
Sheraton Inn	Lowell	452-1200	\$55-109
Sheraton Inn	Plymouth	747-4900	\$60-130
Sheraton Needham	Needham	444-1110	\$80-130
Sheraton Tara	Braintree	848-0600	\$98-113
Sheraton Tara	Danvers	777-2500	\$85-100
Stouffer Bedford Glen Hotel	Bedford	275-5500	\$79-150
Swissotel Boston Lafayette	Boston	451-2600	
Tufts University Conference Bureau	Medford	381-3568	\$78-88
Westford Regency	Westford	692-8200	\$75-93
Westin Copley Place	Boston	262-9600	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
*Anthony's Pier 4	Boston	423-6363	M
Aujourd'hui	Boston	338-4400	M-E
Bay Tower Room	Boston	723-1666	M-E
Cafe Budapest	Boston	266-1979	M-E
Commodore	Beverly	922-5590	M
The Dining Room	Boston	536-5700	E
*Durgin-Park	Boston	227-2038	M
Grill 23 & Bar	Boston	542-2255	M
Hammersley's Bistro	Boston	267-6068	M
The Hardcover	Danvers	774-1223	M
Haviland's Grille	Bedford	275-5500	M
Julien	Boston	451-1900	M-E
Kernwood	Lynnfield	245-4011	M
*Legal Seafoods	Boston	426-4444	M
L'Espalier	Boston	262-3023	E
*Locke-Ober Cafe	Boston	542-1340	M-E
Lyceum	Salem	745-7665	M
Maison Robert	Boston	227-3370	M-E
Michela's	Cambridge	225-2121	M
Morton's of Chicago	Boston	266-5858	M
*No Name Restaurant	Boston	338-7539	M
*Pillar House	Newton	969-6500	M
Rowes Wharf	Boston	439-7000	M-E
Seasons	Boston	523-4119	M-E
798 Main	Cambridge	876-8444	M
Ten Center Street	Newburyport	462-6652	M
Towne Lyne House	Lynnfield	592-6400	M
*Union Oyster House	Boston	227-2750	M
White Rainbow	Gloucester	281-0017	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. NE

Time: 15-25 min.

Taxi: \$10.00

Limo: \$7.00

DAILY AUTO RENTAL

Average Rate: \$39.25

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

BRIDGEPORT-STAMFORD-NORWALK-DANBURY, CONN.

VITAL STATISTICS

Population: 827,100
Households: 304,800
Median Age: 35.6
Total EBI: \$18,476,918,000
Median Hshld. EBI: \$43,866
Total Retail Sales: \$7,970,787,000
Buying Power Index: 4626
Chamber of Commerce: 335-3800/
359-4761/866-2521/743-5565
Convention & Visitors Bureau:
576-8491/359-3305/854-7825/
800-841-4488/743-0546
Telephone Area Code: 203

MEAL & LODGING COSTS

Avg. Daily Lodging: \$124.07
Meals: B-\$5.62
L-\$11.29
D-\$19.45
PER DIEM
Total: \$160.43
Index: 105
TAX RATES
Meals: 6.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn Crowne Plaza	Stamford	358-8400	\$99-119
Hyatt Regency Greenwich	Old Greenwich	637-1234	\$135-190
Marriott Courtyard	Norwalk	849-9111	\$89-99
Marriott Stamford	Stamford	357-9555	\$129-149
Marriott Trumbull	Trumbull	378-1400	\$129-159
Radisson Tara Stamford	Stamford	359-1300	\$105-115
Sheraton Hotel & Towers	Stamford	967-2222	\$110

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Center for Financial Studies	Fairfield	259-5000	
Hilton & Towers	Danbury	794-0600	\$85-149
Holiday Inn Crowne Plaza	Stamford	358-8400	
Hyatt Regency Greenwich	Greenwich	637-1234	
Marriott Stamford	Stamford	357-9555	\$65-135
Marriott Trumbull	Trumbull	378-1400	
Radisson Tara Stamford	Stamford	359-1300	
Sheraton Hotel & Towers	Stamford	967-2222	\$75-145

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Bertrand	Greenwich	661-4459	M-E
Le Carrousel	Stamford	357-9555	M

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Elms Inn	Ridgefield	438-2541	M
Fives	Greenwich	862-9555	M
La Grange	Greenwich	869-7500	M-E
Inn at Ridgefield	Ridgefield	438-8282	M-E
Jean-Louis	Greenwich	622-8450	M-E
Stonehenge	Ridgefield	438-6511	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 9 mi. S

Time: 12-15 min.

Taxi: \$10.00

Limo: \$10.00

DAILY AUTO RENTAL

Average Rate: \$42.23

BUFFALO, N.Y.

VITAL STATISTICS

Population: 966,300
Households: 376,100
Median Age: 34.8
Total EBI: \$13,697,931,000
Median Hshld. EBI: \$28,022
Total Retail Sales: \$6,781,443,000
Buying Power Index: 3854
Chamber of Commerce: 852-7100
Convention & Visitors Bureau: 800-283-
3256/852-7100
Telephone Area Code: 716

MEAL & LODGING COSTS

Avg. Daily Lodging: \$118.83
Meals: B-\$9.28
L-\$12.73
D-\$22.53
PER DIEM
Total: \$163.37
Index: 107
TAX RATES
Meals: 8.0%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Buffalo	Buffalo	845-5100	
Hyatt Regency Buffalo	Buffalo	856-1234	\$125-140
Marriott Buffalo	Amherst	689-6900	\$125-135
Radisson Hotel-Airport	Cheektowaga	634-2300	\$99-139
Ramada Inn-Airport	Buffalo	634-2700	\$81-115
Sheraton Airport	Cheektowaga	681-2400	\$98-149

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Buffalo	Buffalo	845-5100	
Holiday Inn Resort	Grand Island	773-1111	\$64-131
Hyatt Regency Buffalo	Buffalo	856-1234	\$79-140
Marriott Buffalo	Amherst	689-6900	\$55-102
Radisson Hotel-Airport	Cheektowaga	634-2300	
Sheraton Airport	Cheektowaga	681-2400	\$84-99

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Asa Ransom House	Clarence	759-2315	M
Coachman's Inn	Clarence	759-6852	M
Daffodil's	Williamsville	688-5413	M
Rue Franklin West	Buffalo	852-4416	M
Salvatore's Italian Gardens	Buffalo	683-7990	M
Scott's	Amherst	634-8888	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. NE

Time: 15-20 min.

Taxi: \$14.00

Limo: \$5.00

DAILY AUTO RENTAL

Average Rate: \$40.00

BURLINGTON, VT.

VITAL STATISTICS

Population: 138,700
Households: 51,100
Median Age: 30.5
Total EBI: \$2,126,575,000
Median Hshld. EBI: \$31,852
Total Retail Sales: \$1,203,789,000
Buying Power Index: 0614
Chamber of Commerce: 863-3489
Convention & Visitors Bureau: 863-3489
Telephone Area Code: 802

MEAL & LODGING COSTS

Avg. Daily Lodging: \$97.13
Meals: B-N.A.
L-N.A.
D-N.A.
PER DIEM
Total: N.A.
Index: N.A.
TAX RATES
Meals: 5.0%
Lodging: 8-10.4%

METRO MARKET PROFILES

BURLINGTON, VT. (cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn	South Burlington	863-6363	\$80-106
Howard Johnson	South Burlington	865-2174	\$70-83
Radisson Hotel	Burlington	658-6500	\$89-130
Sheraton Hotel & Conference Center	South Burlington	862-6576	\$79-140

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Inn at Essex	Essex Junction	878-1100	\$65-168
Radisson Hotel	Burlington	658-6500	\$70-105
Sheraton Hotel & Conference Center	South Burlington	862-6576	\$75-105

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Deja Vu Cafe	Burlington	864-7917	M
Ice House	Burlington	864-1800	M
Pauline's	Burlington	862-1081	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. E
Time: 10 min.
Taxi: \$6.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$47.25

CHARLESTON, S.C.

VITAL STATISTICS

Population: 515,500
Households: 180,800
Median Age: 29.8
Total EBI: \$5,887,990,000
Median Hshld. EBI: \$24,273
Total Retail Sales: \$3,615,870,000
Buying Power Index: 1851
Chamber of Commerce: 577-2510
Convention & Visitors Bureau:
800-853-8000/868-8118
Telephone Area Code: 803

MEAL & LODGING COSTS

Avg. Daily Lodging: \$129.44
Meals: B-\$4.25
L-\$11.94
D-\$23.42
PER DIEM
Total: \$169.05
Index: 111
TAX RATES
Meals: 6.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Barskale House	Charleston	577-4800	\$75-150
Indigo Inn	Charleston	577-5900	\$95-110
John Rutledge House	Charleston	723-7999	\$120-170
Kings Courtyard Inn	Charleston	723-7000	\$115-130
Lodge Alley Inn	Charleston	722-1611	\$130-170
Maison Du Pre Inn	Charleston	723-8691	\$135-145
Marriott Charleston	North Charleston	747-1900	\$115-135
Planters Inn	Charleston	722-2345	\$140-165
Vendue Inn	Charleston	577-7970	\$95-135

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Kiawah Island Resort	Kiawah Island	768-2121	\$65-395
Inn & Villas	North Charleston	747-1900	\$75-119
Marriott Charleston	Charleston	722-4900	\$95-170
Omni at Charleston Place	Charleston		
Seabrook Island	Seabrook Island	768-1000	\$75-205
Conference Resort	Charleston	723-3000	\$49-110
Sheraton Charleston			

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Barbadoes Room	Charleston	577-2400	M
Chouinard's	Charleston	723-0485	M
Fish Market	Charleston	723-1600	M
Louis' Charleston Grill	Charleston	577-4522	M
Le Midi	Charleston	577-5571	M
Supper at Seven	Mount Pleasant	884-7009	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 12 mi. NW
Time: 20-25 min.
Taxi: \$15.00
Limo: \$7.00

DAILY AUTO RENTAL

Average Rate: \$28.17

CHARLOTTE-GASTONIA-ROCK HILL, N.C.-S.C.

VITAL STATISTICS

Population: 1,181,400
Households: 448,300
Median Age: 32.9
Total EBI: \$15,830,970,000
Median Hshld. EBI: \$27,374
Total Retail Sales: \$8,769,068,000
Buying Power Index: 4657
Chamber of Commerce: 378-1600/864-2621
324-7500
Convention & Visitors Bureau:
800-231-4636/334-2282
Telephone Area Code: 704; 803

MEAL & LODGING COSTS

Avg. Daily Lodging: \$111.23
Meals: B-\$8.39
L-\$11.61
D-\$23.53
PER DIEM
Total: \$154.76
Index: 102
TAX RATES
Meals: 6.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark Hotel	Charlotte	372-4100	\$85-120
Embassy Suites	Charlotte	527-8400	\$119-134
Guest Quarters	Charlotte	364-2400	\$130-250
Hilton at University Place	Charlotte	547-7444	\$102-112
Holiday Inn-Woodlawn	Charlotte	525-8350	\$57-86
Marriott-City Center	Charlotte	333-9000	\$114-129
Marriott Courtyard	Charlotte	527-5055	\$72-82
The Park Hotel	Charlotte	364-8220	\$114-129
Registry Hotel	Charlotte	525-4441	\$95-105
Royce Hotel	Charlotte	527-8000	\$99-109
Sheraton Airport Plaza	Charlotte	392-1200	\$89-115

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark Hotel	Charlotte	372-4100	\$75-90
Hilton at University Place	Charlotte	547-7444	\$78-130
Holiday Inn-Woodlawn	Charlotte	525-8350	\$55-80
Marriott-City Center	Charlotte	333-9000	\$84-109
Marriott-Executive Park	Charlotte	527-9650	
Radisson Plaza	Charlotte	377-0400	
Sheraton Airport Plaza	Charlotte	392-1200	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Epicurean	Charlotte	377-4529	M
Lamp Lighter	Charlotte	372-5343	M
Morrocrofts	Charlotte	364-8220	M
La Tache	Charlotte	527-3888	M
Townhouse	Charlotte	335-1546	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. W
Time: 10-20 min.
Taxi: \$11.00
Limo: \$4.00

DAILY AUTO RENTAL

Average Rate: \$40.75

CHICAGO, ILL.

VITAL STATISTICS

Population: 6,077,300
Households: 2,224,300
Median Age: 32.7
Total EBI: \$97,912,235,000
Median Hshld. EBI: \$33,927
Total Retail Sales: \$47,560,664,000
Buying Power Index: 2,6730
Chamber of Commerce: 580-6900
Convention & Visitors Bureau: 567-8500
Telephone Area Code: 312 (Chicago);
708 (Alsip/Arlington Heights/Bloomington/

MEAL & LODGING COSTS

Avg. Daily Lodging: \$126.56
Meals: B-\$7.68
L-\$10.03
D-\$27.09
PER DIEM
Total: \$167.75
Index: 110
TAX RATES
Meals: 8.0%
Lodging: 12.4%

Buffalo/Grove/Calumet City/Chicago Heights/Deerfield/Des Plaines/Downers Grove/Evanston/Glenview/Harvey/Highland Park/Highwood/Homewood/Itasca/La Grange/Lincolnshire/Lincolnwood/Lisle/Lombard/Matteson/Naperville/Northbrook/Oak Brook/Oak Lawn/Oak Park/Oakbrook Terrace/Park Ridge/Rolling Meadows/Rosemont/Schmaburg/Schiller Park/Skokie/Westchester/Westmont/Wheeling/Willowbrook); 815 (Crystal Lake/Lakemoor)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Cresthill by Hilton	Buffalo Grove	215-8883	469-89
Drake Hotel	Oak Brook	574-5700	\$99-120
Embassy Suites	Deerfield	945-4500	\$124-139
Embassy Suites	Lombard	969-7500	\$114-129
Embassy Suites-O'Hare			
Airport	Rosemont	699-6300	\$155-185
Fairmont at Illinois Center	Chicago	565-8000	\$185-250
Hawthorn Suites	Lincolnshire	945-9300	\$99-135
Hilton Hotel & Towers	Chicago	922-4400	\$135-230
Hilton Inn-Lisle	Lisle	505-0900	\$95-134

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Inn-Oak Lawn	Oak Lawn	425-7800	\$89-109
Hilton Suites	Oakbrook Terrace	941-0100	\$129-144
Hilton Woodfield	Arlington Heights	394-2000	\$105-145
Holiday Inn	Alsip	371-7300	\$69-86
Holiday Inn-Crystal Lake	Crystal Lake	477-7000	\$68-95
Holiday Inn-Oak Lawn	Oak Lawn	425-7900	\$75-105
Holiday Inn-La Grange	La Grange	354-4200	\$70-77
Holiday Inn-Willowbrook	Willowbrook	325-6400	\$72-92
Holiday Inn Crowne Plaza	Lisle	505-1000	\$94-134
Holiday Plaza Complex	Matteson	747-3500	\$70-95
Hyatt Lisle Hotel	Lisle	852-1234	\$115-130
Hyatt Regency Chicago	Chicago	565-1234	\$205-230
Hyatt Regency Oak Brook	Oak Brook	573-1234	\$125-175
Hyatt Regency O'Hare	Rosemont	696-1234	\$139-179
Hyatt Regency Woodfield	Schaumburg	605-1234	\$130-160
Marriott Oak Brook	Oak Brook	573-8555	\$125-137
Marriott Courtyard	Arlington Heights	437-3344	\$59-89
Marriott Courtyard	Deerfield	940-8222	\$74-100
Marriott Courtyard	Des Plaines	824-7000	\$80-95
Marriott Courtyard	Glenview	803-2520	\$74-84
Marriott Courtyard	Highland Park	831-0782	\$79-100
Marriott Courtyard	Lincolnshire	634-9555	\$79-95
Marriott Courtyard	Naperville	505-0550	\$76-86
Marriott Courtyard	Oakbrook Terrace	691-1500	\$75-95
Marriott O'Hare	Rosemont	693-4444	\$144-172
Marriott Schaumburg	Schaumburg	240-0100	\$135-160
Marriott Suites	Deerfield	405-9666	\$69-139
Marriott Suites	Downers Grove	852-1500	\$105-130
Marriott Suites	Rosemont	696-4400	\$160-185
Oak Brook Hills	Oak Brook	850-5555	\$149-169
Omni Orrington	Evanston	866-8700	\$110-150
Palmer House	Chicago	726-7500	\$109-204
Park Hyatt on Water	Chicago	280-2222	\$250-315
Tower Square	Chicago	971-2000	\$130
Radisson Suite Hotel	Downers Grove	803-9800	\$100-145
Radisson Suite Hotel	Glenview	957-1600	\$60-90
Ramada Hotel	Homewood	827-5131	\$94-125
Ramada Hotel O'Hare	Rosemont	678-4488	\$145-175
Sofitel O'Hare	Rosemont	573-2800	\$129-179
Stouffer Hotel	Oak Brook	565-0565	\$185-250
Swissotel Chicago	Chicago	698-6000	\$155-185
Westin O'Hare	Rosemont	355-3353	\$84-94
Wyndham Gardens	Naperville		

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Allerton Hotel	Chicago	440-1500	
AT&T Hickory Ridge			
Conference Center	Lisle	971-5000	\$155-185
Bismarck Hotel	Chicago	236-0123	\$55-95
Blackstone Hotel	Chicago	427-4300	\$99-149
Congress Hotel of Chicago	Chicago	427-3800	\$78-155
Drake Chicago Hotel	Chicago	787-2200	\$160-215
Drake Hotel	Oak Brook	574-5700	\$65-120
Embassy Suites O'Hare			
Airport	Rosemont	699-6300	
Executive House Hotel	Chicago	346-7100	\$100-175
Fairmont Hotel	Chicago	565-8000	
Forum Hotel	Chicago	944-0055	\$99-145
Four Seasons	Chicago	280-8800	\$165-235
Hilton Hotel & Towers	Chicago	922-4400	\$160-230
Hilton & Hotel Towers			
North Shore	Skokie	679-7000	
Hilton Inn-Lisle	Lisle	505-0900	\$65-91
Hilton Inn-Oak Lawn	Oak Lawn	425-7800	\$91-104
Hilton Inn O'Hare Airport	Rosemont	686-8000	
Hilton Woodfield	Arlington Heights	394-2000	\$65-105
Holiday Inn-City Center	Chicago	787-6100	
Holiday Inn-Crystal Lake	Crystal Lake	477-7000	\$72-85
Holiday Inn-Expo Center	Harvey	596-1500	\$60-100
Holiday Inn-Mart Plaza	Chicago	836-5000	\$95-120
Holiday Inn-O'Hare Airport	Rosemont	671-6350	\$97-125
Holiday Inn-Willowbrook	Willowbrook	325-6400	\$71-91
Holiday Inn Crowne Plaza	Lisle	505-1000	\$59-121
Holiday Inn Crowne Plaza	Northbrook	480-7500	\$75-115
Holiday Plaza Complex	Matteson	747-3500	\$70-80
Howard Johnson O'Hare			
Hotel & Conference			
Center Airport	Schiller Park	671-6000	
Hyatt Deerfield	Deerfield	945-3400	\$79-114
Hyatt Lincolnwood	Lincolnwood	677-1234	\$79-99
Hyatt Lisle Hotel	Lisle	852-1234	\$65-109
Hyatt Regency Chicago	Chicago	565-1234	
Hyatt Regency O'Hare	Rosemont	696-1234	
Hyatt Regency Oak Brook	Oak Brook	573-1234	
Hyatt Regency Woodfield	Schaumburg	605-1234	\$140-155
Indian Lakes Resort	Bloomington	529-0200	
Inter-Continental Hotel	Chicago	944-4100	
The Knickerbocker	Chicago	751-8100	\$125-185

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Marriott-Chicago	Chicago	836-0100	
Marriott-Lincolnshire	Lincolnshire	634-0100	\$74-149
Marriott-O'Hare	Rosemont	693-4444	\$69-152
Marriott-Oak Brook	Oak Brook	573-8555	\$49-137
Marriott-Schaumburg	Schaumburg	240-0100	\$65-135
McCormick Center Hotel	Chicago	791-1900	\$109-179
Midland Hotel	Chicago	332-1200	
Nikko Hotel	Chicago	744-1900	
Nordic Hills Resort & Conference Center	Itasca	773-2750	\$75-135
Oak Brook Hills	Oak Brook	850-5555	
Omni Orrington	Evanston	866-8700	\$75-145
Palmer House	Chicago	726-7500	\$129-225
Pheasant Run Resort	St. Charles	584-6300	\$49-105
Quality Inn-Downtown	Chicago	829-5000	\$49-99
Radisson-Arlington Heights	Arlington Heights	364-7600	\$74-89
Radisson Plaza Ambassador			
West	Chicago	787-7900	\$115-195
Radisson Suite Hotel	Glenview	803-9800	\$110-140
Radisson Suite O'Hare	Rosemont	678-4000	
Ramada Hotel	Homewood	957-1600	\$62-67
Ramada Hotel O'Hare	Rosemont	827-5131	\$80-109
Ramada Inn Northbrook	Northbrook	298-2525	\$54-67
Sheraton Chicago Hotel & Towers	Chicago	464-1000	
Sheraton International O'Hare	Rosemont	297-1234	
Sheraton Naperville	Naperville	505-4900	
Sheraton Plaza	Chicago	787-2900	\$89-225
Swissotel Chicago	Chicago	565-0565	\$110-160
Westin Chicago	Chicago	943-7200	\$168-215
Westin O'Hare	Rosemont	698-6000	
Wyndham Hamilton	Itasca	773-4000	\$90-140

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Alouette	Highwood	433-5600	ME
Ambria	Chicago	472-5959	ME
Arnie's	Chicago	266-4800	M
Arun's	Chicago	539-1909	M
Benkay	Chicago	744-1900	ME
*Berghoff	Chicago	427-3170	M
Buckingham's	Chicago	922-4400	M
*Cafe La Cave	Des Plaines	827-7818	M
*Cape Cod Room	Chicago	787-2200	ME
Carlos'	Highland Park	432-0770	M
Carlucci	Chicago	281-1220	M
Les Celebrities	Chicago	744-1900	M
Charlie Trotter's	Chicago	248-6228	ME
*Chez Paul	Chicago	944-6680	M
Le Ciel Blue	Chicago	951-2864	M
*Club Gene & Georgetti	Chicago	527-3718	M
*Como Inn	Chicago	421-5222	M
The Cottage	Calumet City	891-3900	M
Crickel's	Chicago	751-1900	M
*Eli's The Place for Steak	Chicago	642-1393	M
Entre Nous	Chicago	565-7997	M
Everest Room	Chicago	663-8920	ME
*Le Francais	Wheeling	541-7470	M
Fond de la Tour	Oak Brook	620-1500	M
Froggy's	Highwood	433-7080	M
Gordon	Chicago	467-9780	M
Jackie's	Chicago	880-0003	M
Jaxx	Chicago	266-3020	M
Jean Claude	Chicago	525-1800	M
Jimmy's Place	Chicago	539-2999	M
*Lawry's The Prime Rib	Chicago	787-5000	M
Mandar-Inn	Chicago	842-4014	M
Mareva's	Chicago	227-4000	M
Montparnasse	Naperville	505-7037	M
*Morton's of Chicago	Chicago	266-4820	M
Morton's of Chicago	Westchester	562-7000	M
Morton's of Chicago/O'Hare	Rosemont	678-5155	M
*Nick's Fishmarket	Chicago	621-0200	ME
Nick's Fishmarket	Rosemont	298-2000	M
Ninety-Fifth	Chicago	787-9596	ME
Philander's	Oak Park	848-4250	M
Portico	Rosemont	827-5131	M
Prairie	Chicago	663-1143	M
Printer's Row	Chicago	461-0780	M
*The Pump Room	Chicago	266-0360	M
Ritz-Carlton Dining Room	Chicago	227-5866	ME
Sage's Sages	Arlington Heights	593-6200	M
Seasons	Chicago	649-2349	M
*Show's Crab House	Chicago	527-2722	M
*Spiaggia	Chicago	280-2750	M
Stefani's	Northbrook	498-9810	M
La Strada	Chicago	565-2200	M
Suntory	Chicago	664-3344	ME
Sweet Basil's	Naperville	357-1050	M

METRO MARKET PROFILES

CHICAGO, ILL. (cont.)

RESTAURANTS NAME	CITY	PHONE	PRICE CODE
Terczak's	Chicago	404-0171	M
Le Titi De Paris	Chicago	506-0222	M
Topolobampo	Chicago	661-1434	M
La Tour	Chicago	280-2222	M-E
Tower Garden	Skokie	673-4450	M
Trattoria No. 10	Chicago	984-1718	M
Walter's	Park Ridge	825-2240	M
Le Vichyssois	Lakemoor	385-8221	M
Vivere	Chicago	332-4040	M

AIRPORT-TO-CITY TRANSPORTATION	DAILY AUTO RENTAL
Distance: O'Hare-18 mi. NW Midway-10 mi. SW	Average Rate: \$47.00
Time: O'Hare-25-65 min. Midway-25-40 min.	
Taxi: O'Hare-\$24.00 Midway-\$18.00	
Limo: O'Hare-\$12.00 Midway-\$9.00	

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

CINCINNATI, OHIO

VITAL STATISTICS	MEAL & LODGING COSTS
Population: 1,457,800	Avg. Daily Lodging: \$106.55
Households: 550,300	Meals: B-\$6.98
Median Age: 32.4	L-\$12.26
Total EBI: \$1,016,261,000	D-\$21.95
Median Hshld. EBI: \$29,424	PER DIEM
Total Retail Sales: \$10,882,833,000	Total: \$147.74
Buying Power Index: 5971	Index: 97
Chamber of Commerce: 579-3100	TAX RATES
Convention & Visitors Bureau:	Meals: 5.5%
800-344-3445/621-2142	Lodging: 10.0%
Telephone Area Code: 513 (Ohio); 606 (Kentucky)	

HOTELS/MOTELS NAME	CITY	PHONE	RATES
Clarion Hotel	Cincinnati	352-2100	\$91-145
Drawbridge Inn	Fort Mitchell, KY	341-2800	\$50-95
Embassy Suites at Rivercenter	Covington, KY	261-8400	\$119-139
Guest Quarters	Sharonville	489-3636	\$99-114
Hamiltonian Hotel	Hamilton	896-6200	\$59-76
Harley Hotel	Cincinnati	793-4300	\$82-102
Hilton Commonwealth	Florence, KY	371-4400	\$79-99
Hilton Terrace	Cincinnati	381-4000	\$95-169
Holiday Inn-North	Cincinnati	771-0700	\$75-85
Holiday Inn-Sharonville	Sharonville	563-8330	\$59-119
Hyatt Regency	Cincinnati	579-1234	\$135-170
Kings Island Inn & Conference Center	Kings Island	398-0115	\$100-125
Marriott Cincinnati	Cincinnati	772-1720	\$120-140
Marriott Courtyard	Blue Ash	733-4334	\$72-82
Omni Netherland Plaza	Cincinnati	421-9100	\$135-190
Quality Hotel Central	Cincinnati	351-6000	\$59-64
Quality Inn-Riverview	Covington, KY	491-1200	\$65-80
Vernon Manor	Cincinnati	281-3300	\$68-100
Westin Cincinnati	Cincinnati	621-7700	\$159-234

MEETING SITES/CONFERENCE CENTERS NAME	CITY	PHONE	GROUP RATES
Carrousel Inn	Cincinnati	821-5110	
Clarion Hotel	Cincinnati	352-2100	\$91-141
Drawbridge Inn	Fort Mitchell, KY	341-2800	\$45-95
Hilton Commonwealth	Florence, KY	371-4400	\$89-109
Holiday Inn-Airport	Erlanger, KY	371-2233	\$59-75
Holiday Inn-Eastgate	Cincinnati	752-4400	
Holiday Inn-Sharonville	Sharonville	563-8330	\$55-110
Howard Johnson Plaza	Cincinnati	771-3400	\$45-65
Hyatt Regency	Cincinnati	579-1234	\$95-184
Kings Island Inn & Conference Center	Mason	241-5800	\$55-115
Omni Netherland Plaza	Cincinnati	421-9100	
Ramada Hotel Northeast	Cincinnati	793-4500	
Sheraton Springdale	Springdale	671-6600	\$65-75
Westin Cincinnati	Cincinnati	621-7700	

RESTAURANTS NAME	CITY	PHONE	PRICE CODE
Celestial	Cincinnati	241-4455	M
Charley's Oyster Bar & Grill	Cincinnati	891-7000	M

RESTAURANTS NAME	CITY	PHONE	PRICE CODE
Chester's Road House	Cincinnati	793-8700	M
Conservatory	Covington, KY	491-6400	M
Grand Finale	Cincinnati	771-5925	M
Heritage Restaurant	Cincinnati	561-9300	M
J's	Cincinnati	871-2888	M
Maisonette	Cincinnati	721-2260	M
The Palace	Cincinnati	381-6006	M
The Phoenix	Cincinnati	721-2255	M
*The Precinct	Cincinnati	321-5454	M
Riverview Room	Covington, KY	491-5300	M

AIRPORT-TO-CITY TRANSPORTATION	DAILY AUTO RENTAL
Distance: 13 mi. SW	Average Rate: \$38.75
Time: 20-30 min.	
Taxi: \$18.00	
Limo: \$8.00	

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

CLEVELAND, OHIO

VITAL STATISTICS	MEAL & LODGING COSTS
Population: 1,825,800	Avg. Daily Lodging: \$103.59
Households: 710,100	Meals: B-\$5.28
Median Age: 34.8	L-\$10.08
Total EBI: \$27,193,923,000	D-\$25.39
Median Hshld. EBI: \$29,946	PER DIEM
Total Retail Sales: \$13,073,662,000	Total: \$144.34
Buying Power Index: 7509	Index: 95
Chamber of Commerce: 621-3300	TAX RATES
Convention & Visitors Bureau:	Meals: 7.0%
800-321-1001/621-4110	Lodging: 13.0%
Telephone Area Code: 216	

HOTELS/MOTELS NAME	CITY	PHONE	RATES
The Clinic Center Hotel	Cleveland	791-1900	\$93-108
Embassy Suites	Beachwood	765-8066	\$115-130
Harley Hotel-East	Willoughby	944-4300	\$78-86
Harley Hotel-South	Independence	524-0700	\$84-94
Harley Hotel-West	Middleburg Heights	243-5200	\$70-86
Hilton-South	Cleveland	447-1300	\$99-135
Holiday Inn-Beachwood	Beachwood	831-3300	\$85-95
Holiday Inn-Independence	Independence	524-8050	\$99-109
Marriott-Airport	Cleveland	252-5333	\$118-128
Marriott-East	Beachwood	464-5950	\$59-128
Pierre Radisson Inn	Beachwood	765-1900	\$81-89
Quality Hotel	Beachwood	831-5150	\$64-87
Quality Inn East	Wickliffe	585-0600	\$55-78
Radisson Plaza	Cleveland	523-8000	\$125-165
Sheraton City Center	Cleveland	771-7600	\$130-160
Stouffer Tower City Plaza	Cleveland	696-5600	\$89-214

MEETING SITES/CONFERENCE CENTERS NAME	CITY	PHONE	GROUP RATES
Embassy Suites	Beachwood	765-8066	\$99-114
Harley Hotel-South	Independence	524-0700	\$60-84
Harley Hotel-West	Middleburg Heights	243-5200	
Hilton-South	Independence	447-1300	\$55-85
Holiday Inn-Hopkins Airport	Middleburg Heights	243-4040	\$52-74
Holiday Inn-Independence	Independence	524-8050	\$60-110
Marriott-Airport	Cleveland	252-5333	\$70-108
Marriott-East	Beachwood	464-5950	\$65-95
Quail Hollow Resort	Concord	352-6201	\$65-110
Ramada Hotel-Airport	Cleveland	267-1700	
Sheraton-Hopkins Airport	Cleveland	267-1500	\$80-110
Stouffer Tower City Plaza	Cleveland	696-5600	

RESTAURANTS NAME	CITY	PHONE	PRICE CODE
Baricelli Inn	Cleveland	791-6500	M-E
Cafe Brio	Lyndhurst	473-1670	M
D'Amico's	Medina	725-5987	M
Parker's	Cleveland	881-0700	M-E
Ristorante Giovanni	Beachwood	831-8625	M
Sammy's	Cleveland	523-5560	M
Samurai Japanese Steak House	Beachwood	464-7575	M

AIRPORT-TO-CITY TRANSPORTATION	DAILY AUTO RENTAL
Distance: 10 mi. SW	Average Rate: \$50.00
Time: 15-30 min.	
Taxi: \$16.50	
Limo: \$10.50	

COLORADO SPRINGS, COLO.

VITAL STATISTICS

Population: 405,000
Households: 150,100
Median Age: 30.3
Total EBI: \$5,083,982,000
Median Hshld. EBI: \$25,678
Total Retail Sales: \$2,818,439,000
Buying Power Index: 1517
Chamber of Commerce: 635-1551
Convention & Visitors Bureau:
800-DOVISIT/635-7506
Telephone Area Code: 719

MEAL & LODGING COSTS

Avg. Daily Lodging: \$94.64
Meals: B-N.A.
L-N.A.
D-N.A.
PER DIEM
Total: N.A.
Index: N.A.
TAX RATES
Meals: 9.2%
Lodging: 9.2%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Doubletree Antlers	Colorado Springs	473-6500	\$59-135
Embassy Suites	Colorado Springs	599-9100	\$95-115
Marriott Colorado Springs	Colorado Springs	260-1800	\$128-140
Radisson Hotel	Colorado Springs	597-4308	\$67-83
Red Lion Inn	Colorado Springs	576-8900	\$65-115
Sheraton Hotel	Colorado Springs	576-5900	\$69-99
Sheraton Inn	Colorado Springs	598-5770	\$65-90

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
The Broadmoor	Colorado Springs	634-7711	
Cheyenne Mountain Conference Resort	Colorado Springs	576-4600	\$145-185
Doubletree Antlers Hotel	Colorado Springs	473-5600	\$59-99
Marriott Colorado Springs	Colorado Springs	260-1800	\$49-98
Red Lion Inn	Colorado Springs	576-8900	
Sheraton Hotel	Colorado Springs	576-5900	\$59-109

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Penrose Room	Colorado Springs	634-7711	ME

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. SE
Time: 15-20 min.
Taxis: \$10.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$25.60

COLUMBIA, S.C.

VITAL STATISTICS

Population: 458,300
Households: 165,100
Median Age: 31.3
Total EBI: \$6,283,329,000
Median Hshld. EBI: \$28,565
Total Retail Sales: \$3,545,143,000
Buying Power Index: 1851
Chamber of Commerce: 733-1110
Convention & Visitors Bureau:
800-264-4884/254-0479
Telephone Area Code: 803

MEAL & LODGING COSTS

Avg. Daily Lodging: \$83.00
Meals: B-\$7.60
L-\$10.34
D-\$23.23
PER DIEM
Total: \$124.17
Index: 81
TAX RATES
Meals: 5.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Columbia	252-8700	\$97-127
Holiday Inn-Northeast	Columbia	736-3000	\$54-73
Marriott Columbia	Columbia	771-7000	\$99-114
Marriott Courtyard	Columbia	731-2300	\$66-76
Ramada Hotel	Columbia	736-5600	\$58-64
Sheraton Hotel & Conference Center	Columbia	731-0300	\$55-89
The Whitney	Columbia	252-0845	\$85-105

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites	Columbia	252-8700	\$74-94
Marriott Columbia	Columbia	771-7000	\$55-99
Sheraton Hotel & Conference Center	Columbia	731-0300	\$65-85

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Le Petite Chateau	Columbia	782-7231	M
Pierre's	Columbia	787-7508	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6 mi. SW
Time: 10-15 min.
Taxis: \$10.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$40.75

COLUMBUS, OHIO

VITAL STATISTICS

Population: 1,389,700
Households: 529,400
Median Age: 31.6
Total EBI: \$18,747,219,000
Median Hshld. EBI: \$27,185
Total Retail Sales: \$10,567,421,000
Buying Power Index: 5542
Chamber of Commerce: 221-1321
Convention & Visitors Bureau:
800-234-2657/221-6623
Telephone Area Code: 614

MEAL & LODGING COSTS

Avg. Daily Lodging: \$102.46
Meals: B-\$6.87
L-\$7.92
D-\$22.17
PER DIEM
Total: \$139.42
Index: 92
TAX RATES
Meals: 5.75%
Lodging: 15.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Concourse Airport Hotel	Columbus	237-2515	\$82-98
Embassy Suites	Columbus	890-8600	\$115-130
Great Southern Hotel	Columbus	228-3800	\$90-105
Guest Quarters	Columbus	228-4600	\$125-165
Harley Hotel	Columbus	888-4300	\$78-88
Holiday Inn-East	Columbus	868-1380	\$65-86
Holiday Inn Crowne Plaza	Columbus	461-4100	\$92-123
Hyatt on Capital Square	Columbus	228-1234	\$119-193
Lenox Inn	Columbus	861-7800	\$46-66
Marriott-North	Columbus	885-1885	\$120-130
Marriott Courtyard	Columbus	436-7070	\$56-85
Marriott Suites	Columbus	436-0004	\$110-116
Radisson Hotel-North	Columbus	846-0300	\$64-84
Stauffer Dublin	Dublin	764-2200	\$109-129

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites	Columbus	890-8600	\$85-127
Hilton Inn-North	Columbus	436-0700	
Holiday Inn	Worthington	885-3334	\$82
Hyatt on Capital Square	Columbus	228-1234	\$89-145
Hyatt Regency	Columbus	463-1234	\$75-155
Marriott-North	Columbus	885-1885	
Radisson Hotel-Airport	Columbus	475-7551	
Radisson Hotel-North	Columbus	846-0300	\$64-79
Ramada University Hotel & Conference Center	Columbus	267-7461	\$49-74
Sheraton Inn	Columbus	861-7220	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Cafe Martinique	Columbus	235-3950	M
Carolyn's	Columbus	221-8100	M
Gourmet Market	Columbus	486-1114	ME
Mario's Internationale	Columbus	221-3850	M
The Refectory	Columbus	451-9774	M
Shaw's	Lancaster	654-1842	M
Worthington Inn Dining Room	Worthington	885-2600	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. E
Time: 10 min.
Taxis: \$12.00
Limo: \$5.25

DAILY AUTO RENTAL

Average Rate: \$41.67

DALLAS, TEXAS

VITAL STATISTICS

Population: 2,602,900
Households: 973,500
Median Age: 30.6
Total EBI: \$39,928,464,000
Median Hshld. EBI: \$31,057
Total Retail Sales: \$23,294,124,000
Buying Power Index: 1,1648
Chamber of Commerce: 746-6600
Convention & Visitors Bureau: 746-6677
Telephone Area Code: 214

MEAL & LODGING COSTS

Avg. Daily Lodging: \$131.00
Meals: B-\$6.94
L-\$11.93
D-\$25.63
PER DIEM
Total: \$177.50
Index: 86
TAX RATES
Meals: 8.25%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Bristol Suites	Dallas	233-7600	\$99-250
Clarion Hotel	Dallas	630-7000	\$77-97
Clarion Hotel-Aristocrat	Dallas	741-7700	\$95-160
Colony Parke Hotel	Dallas	750-6060	\$77-97
Crown Sterling Suites-Airport	Irving	790-0093	\$129-139
Doubletree at Park West	Dallas	869-4300	\$124-134
Embassy Suites-Love Field	Dallas	357-4500	\$129-149
The Grand Kempinski	Dallas	386-6000	\$135-155
Harvey Hotel-Addison	Addison	980-8877	\$100-125

METRO MARKET PROFILES

DALLAS, TEXAS (cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Harvey Suites	Irving	929-4499	\$95-130
Hilton-Dallas Parkway	Dallas	661-3600	\$89-139
Hilton Executive Conf. Center-Airport	Grapevine	481-8444	\$99-161
Holiday Inn-Crowne Plaza	Dallas	385-9000	\$79-109
Hyatt Regency	Dallas	651-1234	\$149-174
Hyatt Regency-Airport	DFW Airport	453-1234	\$135-170
Loews Anatole	Dallas	748-1200	\$135-180
Marriott Airport	Irving	929-8800	\$135-155
Marriott Courtyard-North	Dallas	352-7676	\$69-79
Marriott Courtyard-Northwest	Dallas	653-1166	\$79-89
Marriott Hotel Quorum	Dallas	661-2800	\$135-175
Marriott Suites	Dallas	747-3000	\$130-140
Omni Melrose	Dallas	521-5151	\$130-170
Park Suites	Dallas	234-3300	\$104-140
Plaza of the Americas	Dallas	979-9000	\$170-215
Radisson Hotel Stemmons	Dallas	351-4477	\$82-129
Sheraton Grand-Airport	Irving	929-8400	\$95-145
Sheraton Park Central	Dallas	385-3000	\$109-169
Southland Center Hotel	Dallas	922-8000	\$79-180
Stoneleigh	Dallas	871-7111	\$120-165
Stouffer-Dallas	Dallas	631-2222	\$139-199
Summit	Dallas	243-3363	\$73-105
Westin Galleria	Dallas	934-9494	\$160-205

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adolphus Hotel	Dallas	742-8200	
Airport Inn-DFW	Irving	579-8911	\$29-42
Baron Hotel	Dallas	634-8550	\$45-80
Bristol Suites	Dallas	233-7600	
Clarion Hotel	Dallas	630-7000	\$59-107
Crescent Court Hotel	Dallas	871-0303	
Crown Sterling Suites-Airport	Irving	790-0093	
Doubletree at Campbell Center	Dallas	691-8700	
Doubletree at Lincoln Center	Dallas	934-8400	
Fairmont Hotel	Dallas	720-2020	
Four Seasons Resort & Club	Irving	717-0700	
Grand Hotel	Dallas	747-7000	\$75-95
The Grand Kempinski Hotel	Dallas	386-6000	
Harvey Hotel-Addison	Addison	980-8877	\$69-94
Harvey Hotel-Dallas	Dallas	960-7000	\$55-85
Harvey Hotel-DFW Airport	Irving	929-4500	\$85-115
Harvey Hotel-Plano	Plano	578-8555	\$60-85
Hilton-Dallas Parkway	Dallas	661-3600	
Hilton Executive Conf. Center-Airport	Grapevine	481-8444	
Holiday Inn-Crowne Plaza	Dallas	385-9000	
Holiday Inn-DFW Airport North	Irving	929-8181	\$85-95
Holiday Inn-DFW Airport South	Irving	399-1010	\$49-93
Holiday Inn-LBJ Northeast	Dallas	341-5400	\$45-65
Hyatt Regency	Dallas	651-1234	
Hyatt Regency-Airport	DFW Airport	453-1234	\$109-130
Loews Anatole	Dallas	748-1200	\$95-165
Marriott Airport	Irving	929-8800	\$79-129
Marriott Hotel Quorum	Dallas	661-2800	
Marriott Mandalay at Las Colinas	Irving	556-0800	\$115-135
Marriott Park Central	Dallas	233-4421	\$50-100
Plaza of the Americas	Dallas	747-7222	\$69-170
Ramada Hotel Lovefield	Dallas	357-5601	\$54-74
Sheraton Grand-Airport	Irving	929-8400	\$59-135
Sheraton Mockingbird	Dallas	634-8850	\$70-88
Sheraton Park Central	Dallas	385-3000	\$79-115
Southland Center Hotel	Dallas	922-8000	\$75-115
Stouffer-Dallas	Dallas	631-2222	
Summit	Dallas	243-3363	\$49-79
Westin Galleria	Dallas	934-9494	\$80-185

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Actuelle	Dallas	855-0440	M
Cafe America	Dallas	559-4441	M
Cafe on the Green	Irving	717-0700	M
Cafe Pacific	Dallas	526-1170	M
Capriccio	Dallas	871-2004	M
Conservatory	Dallas	871-3200	ME
Dakota's	Dallas	740-4001	M
Enclave	Dallas	363-7487	M
French Room	Dallas	742-8200	ME
*The Mansion on Turtle Creek	Dallas	559-2100	ME
Old Warsaw	Dallas	528-0032	M
Pyramid Room	Dallas	720-5249	ME
Riviera	Dallas	351-0094	ME
Routh Street Cafe	Dallas	871-7161	E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 21 mi. NW
Time: 25-40 min.
Taxi: \$22.50
Limo: \$11.00

DAILY AUTO RENTAL

Average Rate: \$44.00

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

DAYTON-SPRINGFIELD, OHIO

VITAL STATISTICS

Population: 953,800
Households: 365,200
Median Age: 33.5
Total EBI: \$12,979,033,000
Median Hshld. EBI: \$27,773
Total Retail Sales: \$6,778,074,000
Buying Power Index: 3741
Chamber of Commerce: 226-1444/325-7621
Convention & Visitors Bureau: 800-221-8235/226-8248/325-7621
Telephone Area Code: 513

MEAL & LODGING COSTS

Avg. Daily Lodging: \$101.14
Meals: B-\$5.74
L-\$6.39
D-\$16.02
PER DIEM
Total: \$129.29
Index: 85
TAX RATES
Meals: 6.5%
Lodging: 12.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Guest Quarters	Dayton	436-2400	\$99-115
Hilton Daytonian	Dayton	461-4700	\$84-104
Holiday Inn-Dayton Mall	Miamisburg	434-8030	\$76-96
Holiday Inn-I-675			
Conference Center	Fairborn	426-7800	\$81-101
Marriott Courtyard	Miamisburg	433-3131	\$76-86
Marriott Dayton	Dayton	223-1000	\$110-120
Stouffer Center Plaza	Dayton	224-0800	\$114-154

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Bergamo Center	Dayton	426-2363	\$17-21
Holiday Inn-Dayton Mall	Miamisburg	434-8030	\$49-75
Marriott Dayton	Dayton	223-1000	
Radisson Inn	Dayton	278-5711	\$50-65
Ramada Inn-South	Dayton	866-6261	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
L'Auberge	Kettering	299-5536	M
Benham's	Dayton	228-7041	M
Peerless Mill Inn	Miamisburg	966-5968	M
The Savory	Dayton	256-8007	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 12.5 mi. N
Time: 20-25 min.
Taxi: \$16.00
Limo: \$10.00

DAILY AUTO RENTAL

Average Rate: \$50.75

DENVER, COLO.

VITAL STATISTICS

Population: 1,633,300
Households: 653,000
Median Age: 32.7
Total EBI: \$26,341,923,000
Median Hshld. EBI: \$33,138
Total Retail Sales: \$12,998,169,000
Buying Power Index: 7225
Chamber of Commerce: 534-8500
Convention & Visitors Bureau: 800-888-1900/892-1112
Telephone Area Code: 303

MEAL & LODGING COSTS

Avg. Daily Lodging: \$125.50
Meals: B-\$7.17
L-\$10.35
D-\$21.35
PER DIEM
Total: \$164.23
Index: 108
TAX RATES
Meals: 7.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Burnsley Hotel	Denver	830-1000	\$95-225
Doubletree Hotel	Aurora	337-2800	\$110-120
Embassy Suites-Denver		696-6644	\$115-135
Embassy Suites-Tech Center South	Englewood	792-0433	\$119-134
Hilton-Denver South	Englewood	779-6161	\$89-99
Hyatt Regency-Denver	Denver	295-1234	\$79-160
Hyatt Regency-Tech Center	Denver	779-1234	\$99-147
Marriott City Center	Denver	297-1300	\$135-165

HOTELS/MOTELS NAME

CITY	PHONE	RATES
Marriott-Denver West	Golden 279.9100	\$66-129
Marriott-Southeast	Denver 758.7000	\$136
Oxford Alexis Hotel	Denver 628.5400	\$115-135
Radisson Hotel	Denver 893.3333	\$120-140
Registry Hotel-Airport	Denver 321.3333	\$105-115
Scanticon Conference Center		
Hotel & Resort	Englewood 799.5800	\$119-129
Sheraton Denver Tech Center	Denver 779.1100	\$87-140
Sheraton Denver West	Lakewood 987.2000	\$89-115
Stouffer Concourse	Denver 399.7500	\$125-179
The Warwick	Denver 861.2000	\$94-134
Westin Hotel Tabor Center	Denver 572.9100	\$145-190

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Courtyard Pines	Denver	373.5730	\$59.89
Brown Palace Hotel	Denver	297.3111	\$89-139
Denver Downtown Hotel	Denver	573.1450	
Doubletree Hotel	Aurora	337.2800	\$65.99
Embassy Suites-Airport	Denver	375.0400	\$91
Embassy Suites-Tech Center			
South	Englewood	792.0433	\$79
Executive Tower Inn	Denver	571.0300	\$80-100
Hilton-Denver South	Englewood	779.6161	\$69-109
Holiday Inn-Denver North	Denver	292.9500	\$60.70
Holiday Inn-I 70	Denver	371.9494	
Holiday Inn-Northglenn	Northglenn	452.4100	\$50.70
Holiday Inn Southeast	Aurora	695.1700	\$49.64
Hyatt Regency-Denver	Denver	295.1234	\$80-165
Hyatt Regency-Tech Center	Denver	779.1234	
Marriott-City Center	Denver	297.1300	\$132-162
Marriott-Denver West	Golden	279.9100	
Marriott-Southeast	Denver	758.7000	\$70-100
Radisson Hotel	Denver	893.3333	\$60-115
Regency Hotel	Denver	458.0808	\$39.65
Registry Hotel-Airport	Denver	321.3333	
Scanticon Conference Center			
Hotel & Resort	Englewood	799.5800	\$89-129
Sheraton Denver Tech Center	Denver	779.1100	
Sheraton Denver West	Lakewood	987.2000	\$82-108
Stapleton Plaza Hotel & Fitness Center	Denver	321.3500	\$50.86
Stouffer Concourse	Denver	399.7500	
Westin Hotel Tabor Center	Denver	572.9100	\$120-150

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
*Black Swan	Englewood	799.5800	M
Brittany Hill	Denver	451.5151	M
The Broker	Denver	292.0565	M
Chateau Pyrenees	Englewood	770.6660	M
Cliff Young	Denver	831.8900	M
Morton's of Chicago	Denver	825.3353	M
Normandy French Restaurant	Denver	321.3311	M
*Palace Arms	Denver	297.3111	M-E
Tante Louise	Denver	355.4488	M
Tuscany	Denver	782.9300	M-E
Wellshire Inn	Denver	759.3333	M

AIRPORT-TO-CITY TRANSPORTATION DAILY AUTO RENTAL

Distance: 7 mi. NE
Time: 20-30 min.
Taxi: \$11.00
Limo: \$5.00
Average Rate: \$42.75

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

DES MOINES, IOWA

VITAL STATISTICS

Population: 396,000
Households: 154,400
Median Age: 32.7
Total EBI: \$5,779,057,000
Median Hshld. EBI: \$28,898
Total Retail Sales: \$3,466,624,000
Buying Power Index: 1718
Chamber of Commerce: 286-4950
Convention & Visitors Bureau: 800-451-2625/286-4960
Telephone Area Code: 515

MEAL & LODGING COSTS

Avg. Daily Lodging: \$79.18
Meals: B-\$5.81
L-\$7.22
D-\$16.59
PER DIEM
Total: \$108.80
Index: 71
TAX RATES
Meals: 4.0%
Lodgings: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adventureland Inn	Des Moines	265.7321	\$60-80
Best Western-Des Moines			
International	Des Moines	287.6464	\$51-61
Embassy Suites-On the River	Des Moines	244-1700	\$109-129
Executive Inn	West Des Moines	225-1144	\$40-49
Fort Des Moines	Des Moines	243-1161	\$55-65
Hilton-Airport	Des Moines	287-2400	\$75-95
Holiday Inn-South	Des Moines	283-1711	\$61-76
Holiday Inn-University Park	West Des Moines	223-1800	\$55-98
Marriott Des Moines	Des Moines	245-5500	\$75-150
Savery Hotel & Spa	Des Moines	244-2151	\$80-125
Sheraton Inn	Des Moines	278-5575	\$72-81

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton-Airport	Des Moines	287.2400	
Holiday Inn-University Park	West Des Moines	223-1800	\$59.99
Marriott Des Moines	Des Moines	245-5500	\$60-139
Savery Hotel & Spa	Des Moines	244-2151	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Christopher's	Des Moines	274-3694	M
Metz	Des Moines	246-1656	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5.5 mi. SW
Time: 10-15 min.
Taxi: \$10.00
Limo: N/A

DAILY AUTO RENTAL

Average Rate: \$46.25

DETROIT, MICH.

VITAL STATISTICS

Population: 4,387,900
Households: 1,621,000
Median Age: 33.1
Total EBI: \$64,078,339,000
Median Hshld. EBI: \$31,089
Total Retail Sales: \$33,349,904,000
Buying Power Index: 1,8192
Chamber of Commerce: 964-4000
Convention & Visitors Bureau: 259-4333
Telephone Area Code: 313

MEAL & LODGING COSTS

Avg. Daily Lodging: \$105.55
Meals: B-\$5.88
L-\$10.70
D-\$23.53
PER DIEM
Total: \$146.66
Index: 96
TAX RATES
Meals: 4.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Berkshire Hotel	Southfield	356-4333	\$79.99
Best Western Greenfield Inn	Allen Park	271-1600	\$65.78
Best Western Sterling Inn	Sterling Heights	979-1400	\$75.90
Dearborn Inn (a Marriott Hotel)	Dearborn	271-2700	\$130-150
Embassy Suites	Livonia	462-6000	\$79-109
Embassy Suites	Southfield	350-2000	\$123-138
Georgian Inn	Roseville	294-0400	\$49.76
Guest Quarters	Troy	879-7500	\$135-185
Hilton Inn-Northfield	Troy	879-2100	\$119-163
Hilton Navi	Navi	349-4000	\$99-144
Hilton Suites-Airport	Romulus	728-9200	\$105-120
Holiday Inn-Airport	Romulus	728-2800	\$73-102
Holiday Inn-Auburn Hills	Auburn Hills	373-4550	\$79.99
Holiday Inn-Bloomfield Hills	Bloomfield Hills	334-2444	\$62.74
Holiday Inn-Dearborn	Dearborn	278-4800	\$67.83
Holiday Inn-Fairlane	Detroit	336-3340	\$79.84
Holiday Inn-Livonia West	Livonia	464-1300	\$84.98
Holiday Inn-Southfield	Southfield	353-7700	\$49.92
Holiday Inn-Troy	Troy	689-7500	\$75.92
Hotel Baronet	Navi	349-6666	\$95-105
Hyatt Regency-Dearborn	Dearborn	593-1234	\$145-190
Kingsley Inn	Bloomfield Hills	644-1400	\$79.98
Marriott-Livonia	Livonia	462-3100	\$99-124
Marriott-Romulus	Romulus	729-7555	\$109
Marriott-Southfield	Southfield	356-7400	\$119-129
Marriott-Troy	Troy	680-9797	\$134-159
Marriott Courtyard-Airport	Romulus	721-3200	\$79.89
Marriott Courtyard-Dearborn	Dearborn	271-1400	\$79.89
Marriott Courtyard-Livonia	Livonia	462-2000	\$75.85
Marriott Courtyard-Southfield	Southfield	358-1222	\$79.89
Marriott Courtyard-Troy	Troy	528-2800	\$74.89
Marriott Courtyard-Warren	Warren	751-5777	\$79.89
Omni International	Detroit	222-7700	\$155-225
Radisson Plaza Hotel	Southfield	827-4000	\$123-175
Radisson Suite Hotel	Farmington Hills	477-7800	\$85
River Crab Blue Water Inn	St. Clair	329-2236	\$93
River Place Inn	Detroit	329-2500	\$140-190

METRO MARKET PROFILES

DETROIT, MICH. (cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Sheraton Inn	Southfield	559-6500	\$69.89
Sheraton Oaks	Novi	348-5000	\$88.98
Somerset Inn	Troy	643-7800	\$103-135
Thomas Edison Inn	Port Huron	984-8000	\$80-130
Westin Hotel/Renaissance Center	Detroit	568-8000	\$120-199

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Days Hotel/Conv. Center	Southfield	557-4800	\$50-95
Dearborn Inn (a Marriott Hotel)	Dearborn	271-2700	\$65-160
Embassy Suites	Southfield	350-2000	\$89-120
Guest Quarters	Troy	879-7500	\$79-135
Hilton Inn-Troy	Troy	583-9000	
Hilton Novi	Novi	349-4000	\$65-144
Holiday Inn-Fairlane	Detroit	336-3340	\$71-79
Holiday Inn-Livonia West	Livonia	464-1300	\$55-75
Hyatt Regency-Dearborn	Dearborn	593-1234	
Lyon Meadows Conf. Center	New Hudson	486-2400	
Marriott-Southfield	Southfield	356-7400	\$79-119
Marriott-Troy	Troy	937-0000	\$62-144
Omni International	Detroit	222-7700	\$85-145
Radisson Airport	Romulus	729-2600	\$79-109
Radisson Plaza Hotel	Southfield	827-4000	
Radisson Plymouth	Plymouth	459-4500	
Ramada Inn-Airport	Romulus	729-6300	\$40-75
Ritz-Carlton	Dearborn	441-2000	\$155-215
Royce Hotel-Airport	Romulus	292-3400	
Sheraton Inn	Southfield	559-6500	\$69-109
Sheraton Oaks	Novi	348-5000	\$50-75
Westin Hotel/Renaissance Center	Detroit	568-8000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Les Auteurs	Royal Oak	544-2887	M
Cafe Bon Homme	Plymouth	453-6260	M
Caucus Club	Detroit	965-4970	M
Golden Mushroom	Southfield	559-4230	M-E
*Joe Muer's	Detroit	567-1088	M
The Lark	West Bloomfield	661-4466	E
*London Chop House	Detroit	962-0278	M-E
Machus Red Fox	Bloomfield Hills	626-4200	M-E
Opus One	Detroit	961-7766	M
The Restaurant	Dearborn	441-2000	M
Tao Chez	Novi	348-5555	M
Van Dyke Place	Detroit	821-2620	M-E
The Whitney	Detroit	832-5701	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 19 mi. SW
Time: 30-45 min.
Taxi: \$28.00
Limo: \$12.00

DAILY AUTO RENTAL

Average Rate: \$58.00

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

EL PASO, TEXAS

VITAL STATISTICS

Population: 602,600
Households: 181,800
Median Age: 28.0
Total EBI: \$5,372,915,000
Median Hshld. EBI: \$20,884
Total Retail Sales: \$3,561,693,000
Buying Power Index: 1839
Chamber of Commerce: 534-0500
Convention & Visitors Bureau: 800-351-6024/534-0696
Telephone Area Code: 915

MEAL & LODGING COSTS

Avg. Daily Lodging: \$111.63
Meals: B-\$6.81
L-\$10.88
D-\$21.04
PER DIEM
Total: \$150.36
Index: 99
TAX RATES
Meals: 8.25%
Lodging: 14.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	El Paso	779-6222	\$99-129
Hilton-Airport	El Paso	778-4241	\$81-105
Marriott Hotel	El Paso	779-3300	\$94-124
Westin Paso Del Norte	El Paso	534-3000	\$113-148

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton-Airport	El Paso	778-4241	
Marriott El Paso	El Paso	779-3300	\$58-129
Westin Paso Del Norte	El Paso	534-3000	\$65-100

RESTAURANTS **

NAME	CITY	PHONE	PRICE CODE
Bella Napoli	El Paso	584-3321	M
Cattleman's Steak House	Fabens	544-3200	M
Cinders	El Paso	598-0202	M
Jaxon's	El Paso	544-1188	M
Señor Juan Griggs	El Paso	598-3551	M
Tigua Indian Reservation	El Paso	859-3916	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. E
Time: 15 min.
Taxi: \$14.00
Limo: \$9.00

DAILY AUTO RENTAL

Average Rate: \$46.75

**None of the restaurants in this metro area meet the established criteria for inclusion in the S&MM's listings. Therefore, a sampling of local restaurants has been selected independently.

FORT LAUDERDALE-HOLLYWOOD-POMPANO BEACH, FLA.

VITAL STATISTICS

Population: 1,278,400
Households: 538,200
Median Age: 38.0
Total EBI: \$21,697,400,000
Median Hshld. EBI: \$30,411
Total Retail Sales: \$12,064,658,000
Buying Power Index: 6122
Chamber of Commerce: 462-6000/
985-4000/941-2940
Convention & Visitors Bureau:
800-356-1662/765-4466
Telephone Area Code: 305

MEAL & LODGING COSTS

Avg. Daily Lodging: \$144.45
Meals: B-\$4.95
L-\$9.50
D-\$20.17
PER DIEM
Total: \$179.07
Index: 118
TAX RATES
Meals: 6.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Bahia Mar Resort & Yachting Center	Fort Lauderdale	764-2233	\$95-145
Best Western Beachcomber Hotel & Villas	Pompano Beach	941-7830	\$87-172
Crown Sterling Suites	Deerfield Beach	426-0478	\$155-265
Crown Sterling Suites-South	Fort Lauderdale	527-2700	\$115-159
Guest Quarters	Fort Lauderdale	565-3800	\$115-189
Hilton-Airport	Dania	920-3300	\$105-180
Hilton-Deerfield Beach	Deerfield Beach	427-7770	\$109-159
Hilton-Hollywood Beach	Hollywood	458-1900	\$109-209
Hilton-Sunrise	Sunrise	748-7000	\$109-129
Holiday Inn-Pompano Beach	Pompano Beach	941-7300	\$110-155
Howard Johnson Beach Resort	Lauderdale-by-the-Sea	776-5660	\$79-199
Inverrary Club & Resort	Fort Lauderdale	485-0500	\$120-200
Ireland's Inn	Fort Lauderdale	565-6661	\$69-140
Lago Mar	Fort Lauderdale	523-6511	\$135
Marriott Fort Lauderdale	Fort Lauderdale	771-0440	\$125-170
Marriott Marina Hotel	Fort Lauderdale	463-4000	\$189-232
Sheraton Execuport	Fort Lauderdale	772-7770	\$99-120
Sheraton Design Center Airport	Dania	920-3500	\$110-185
Sheraton Suites-Plantation	Plantation	424-3300	\$105-164
Sheraton Yankee Trader			
Beach Resort	Fort Lauderdale	467-1111	\$120-140
Westin Cypress Creek	Fort Lauderdale	772-1331	\$150-210

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Bahia Mar Resort & Yachting Center	Fort Lauderdale	764-2233	\$65-125
Bonaventure Resort & Spa	Fort Lauderdale	389-3300	\$85-200
Crown Sterling Suites-South	Fort Lauderdale	527-2700	\$74-169
Diplomat Resort & Country Club	Hollywood	457-2000	
Hilton-Airport	Dania	920-3300	\$80-109
Hilton-Deerfield Beach	Deerfield Beach	427-7770	
Hilton-Hollywood Beach	Hollywood	458-1900	\$65-135
Hilton-Sunrise	Sunrise	748-7000	\$59-125
Holiday Inn-Plantation	Plantation	472-5600	\$49-100
Holiday Inn-West	Fort Lauderdale	739-4000	\$45-64
Inverrary Club & Resort	Fort Lauderdale	485-0500	\$60-185
Marriott Fort Lauderdale	Fort Lauderdale	771-0440	\$55-119
Marriott Harbor Beach	Fort Lauderdale	525-4000	\$85-280
Marriott Marina Hotel	Fort Lauderdale	463-4000	

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Palm Aire Spa Resort	Pompano Beach	972-3300	
Pier 66 Hotel & Marina	Fort Lauderdale	525-6666	
Rolling Hills Golf Resort & Conf. Center	Fort Lauderdale	475-0400	
Sheraton Design Center-Airport	Dania	920-3500	
Westin Cypress Creek	Fort Lauderdale	772-1331	\$75-130

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
La Bonne Auberge	Fort Lauderdale	491-5522	M
Brooks	Deerfield Beach	427-9302	M-E
Burt & Jack's	Fort Lauderdale	522-5225	M
Le Cafe de Paris	Fort Lauderdale	467-2900	M
Casa Vecchia	Fort Lauderdale	463-7575	M
La Coquille	Fort Lauderdale	467-3030	M
Le Dome	Fort Lauderdale	463-3303	M
The Dawn Under	Fort Lauderdale	563-4123	M
La Ferme	Fort Lauderdale	764-0987	M
Fisherman	Fort Lauderdale	566-2002	M
Frankie's	Fort Lauderdale	566-7853	M
French Quarter	Fort Lauderdale	463-8000	M
The Left Bank	Fort Lauderdale	462-5376	M
Mai-Kai	Fort Lauderdale	563-3272	M
La Maison D'Arcy	Dania	923-1000	M
Le Mesquite	Fort Lauderdale	522-6795	M
The Plum Room	Fort Lauderdale	563-4168	M-E
Primavera	Fort Lauderdale	564-6363	M
La Reserve	Fort Lauderdale	563-6644	M
Le Val de Loire	Deerfield Beach	427-5354	M
Yesterday's	Fort Lauderdale	561-4400	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 4 mi. S
Time: 10 min.
Taxi: \$8.00
Limo: \$9.00

DAILY AUTO RENTAL

Average Rate: \$38.25

FORT WORTH-ARLINGTON, TEXAS**VITAL STATISTICS**

Population: 1,361,000
Households: 506,100
Median Age: 30.8
Total EBI: \$20,154,944,000
Median Hshld. EBI: \$31,118
Total Retail Sales: \$10,950,924,000
Buying Power Index: 5783
Chamber of Commerce: 336-2491/275-2613
Convention & Visitors Bureau:
800-433-5747/336-8791/265-7721
Telephone Area Code: 817

MEAL & LODGING COSTS

Avg. Daily Lodging: \$93.75
Meals: B-\$6.40
L-\$10.05
D-\$21.00
PER DIEM
Total: \$131.20
Index: 86
TAX RATES
Meals: 7.75%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Green Oaks Inn & Conference Center	Fort Worth	738-7311	\$77-95
Hilton Arlington	Arlington	640-3322	\$90-120
Holiday Inn	Arlington	640-7712	\$74-104
Hyatt Regency	Fort Worth	870-1234	\$128-133
Marriott Courtyard-Arlington	Arlington	277-2774	\$68-78
Marriott Courtyard-Fort Worth Plaza Hotel & Conference Center	Fort Worth	545-2202	\$70-80
Radisson Suite Hotel	Arlington	534-4801	\$55-85
		640-0440	\$105-138

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Arlington	Arlington	640-3322	\$70-105
Holiday Inn-North	Fort Worth	625-9911	\$62-72
Holiday Inn-South	Fort Worth	293-3088	
Radisson Plaza Hotel	Fort Worth	870-2100	\$79-109
Sheraton Centerpark Hotel	Arlington	261-8200	\$74-84
Worthington Hotel	Fort Worth	870-1000	\$65-90

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Bistro Bagatelle	Arlington	261-0488	M
Cacharel	Arlington	640-9981	M
"Cattleman's" Steak House	Fort Worth	624-3945	M
Reflections	Fort Worth	870-1000	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 24 mi. NE
Time: 30-40 min.
Taxi: \$22.00
Limo: \$7.00

DAILY AUTO RENTAL

Average Rate: \$46.75

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

FRESNO, CAL.**VITAL STATISTICS**

Population: 682,900
Households: 226,200
Median Age: 29.4
Total EBI: \$8,660,195,000
Median Hshld. EBI: \$27,326
Total Retail Sales: \$4,412,904,000
Buying Power Index: 2516
Chamber of Commerce: 233-4651
Convention & Visitors Bureau:
800-788-0836/233-0836
Telephone Area Code: 209

MEAL & LODGING COSTS

Avg. Daily Lodging: \$89.63
Meals: B-\$7.87
L-\$10.91
D-\$19.80
PER DIEM
Total: \$128.21
Index: 84
TAX RATES
Meals: 7.75%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Fresno	Fresno	485-9000	\$64-99
Holiday Inn-Airport	Fresno	252-3611	\$72-120
The Inn at Harris Ranch	Coalinga	935-0717	\$74-86
Marriott Courtyard	Fresno	221-6000	\$76-86
Piccadilly Inn	Fresno	226-3850	\$78-88
Piccadilly Inn-Airport	Fresno	251-6000	\$85-95
Piccadilly Inn-University	Fresno	224-4200	\$78-88
San Joaquin Hotel	Fresno	225-1309	\$75-170

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Fresno	Fresno	485-9000	\$68-78
Holiday Inn-Airport	Fresno	252-3611	
Holiday Inn Center Plaza	Fresno	268-1000	
Piccadilly Inn-University	Fresno	224-4200	\$75-89

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Niccia's	Fresno	224-1660	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. NE
Time: 15 min.
Taxi: \$12.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$32.17

GRAND RAPIDS, MICH.**VITAL STATISTICS**

Population: 696,200
Households: 247,300
Median Age: 30.7
Total EBI: \$9,623,756,000
Median Hshld. EBI: \$30,848
Total Retail Sales: \$5,588,808,000
Buying Power Index: 2858
Chamber of Commerce: 771-0300
Convention & Visitors Bureau:
800-678-9859/459-8287
Telephone Area Code: 616

MEAL & LODGING COSTS

Avg. Daily Lodging: \$85.44
Meals: B-\$7.92
L-\$11.84
D-\$19.77
PER DIEM
Total: \$124.97
Index: 82
TAX RATES
Meals: 4.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Amway Grand Plaza	Grand Rapids	774-2000	\$85-138
Best Western-Grandville Inn	Grandville	532-3222	\$57-120
Harley Hotel	Grand Rapids	949-8800	\$62-90
Hilton Hotel	Kentwood	957-0100	\$73-94
Holiday Inn-East	Kentwood	949-9222	\$72-90
Holiday Inn-Holland	Holland	394-0111	\$66-88
Holiday Inn-North	Grand Rapids	363-9001	\$65-80
Holiday Inn-Spring Lake	Spring Lake	846-1000	\$52-86
Holiday Inn-Crowne Plaza	Grand Rapids	957-1770	\$100-120

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Amway Grand Plaza	Grand Rapids	774-2000	\$63-111
Harley Hotel	Grand Rapids	949-8800	
Holiday Inn-Crowne Plaza	Grand Rapids	957-1770	\$65-109

METRO MARKET PROFILES

GRAND RAPIDS, MICH. (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Gibson's	Grand Rapids	774-8535	M
Sandpiper	Macatawa	335-5866	M

AIRPORT-TO-CITY TRANSPORTATION

Distances: 11 mi. SE
Times: 15 min.
Taxi: \$20.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$48.00

GREENSBORO-WINSTON SALEM-HIGH POINT, N.C.

VITAL STATISTICS

Population: 949,600
Households: 375,200
Median Age: 34.1
Total EBI: \$13,135,363,000
Median Hshld. EBI: \$26,410
Total Retail Sales: \$7,251,632,000
Buying Power Index: 3838
Chamber of Commerce: 275-8675/
725-2282/889-8151
Convention & Visitors Bureau:
800-344-2282/274-2282/800-331-7018/
725-2361/884-5255
Telephone Area Code: 919

MEAL & LODGING COSTS

Avg. Daily Lodging: \$108.10
Meals: B-\$6.12
L-\$8.61
D-\$17.94
PER DIEM
Total: \$140.77
Index: 92
TAX RATES
Meals: 6.0%
Lodging: 12%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites-Airport	Greensboro	668-4535	\$99-140
Holiday Inn-Four Seasons	Greensboro	292-9161	\$65-88
Marriott-Airport	Greensboro	852-6450	\$99-119
Sheraton Greensboro	Greensboro	379-8000	\$83-108
Stouffer Winston Plaza	Winston-Salem	725-3500	\$118-162

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites-Airport	Greensboro	668-4535	\$85-104
Graylyn Conference Center	Winston-Salem	727-1900	
Wake Forest Univ.	Greensboro	292-9161	\$71-79
Holiday Inn-Four Seasons	Winston-Salem	725-1234	
Marriott-Airport	Greensboro	852-6450	\$65-95
Radisson Hotel	High Point	889-8888	\$55-80
Ramada Hotel	Winston-Salem	723-7911	
Sheraton Greensboro	Greensboro	379-8000	
Stouffer Winston Plaza	Winston-Salem	725-3500	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
La Chaudiere	Winston-Salem	748-0269	M
Giovanni's	Greensboro	855-8000	M

AIRPORT-TO-CITY TRANSPORTATION

Distances: 9 mi. W
Times: 10-20 min.
Taxi: \$14.00
Limo: \$7.50

DAILY AUTO RENTAL

Average Rate: \$30.22

GREENVILLE-SPARTANBURG, S.C.

VITAL STATISTICS

Population: 647,500
Households: 243,500
Median Age: 33.3
Total EBI: \$7,798,861,000
Median Hshld. EBI: \$24,687
Total Retail Sales: \$4,816,106,000
Buying Power Index: 2431
Chamber of Commerce: 242-1050/594-5000
Convention & Visitors Bureau:
800-476-8687/233-0461/594-5050
Telephone Area Code: 803

MEAL & LODGING COSTS

Avg. Daily Lodging: \$83.43
Meals: B-\$7.96
L-\$11.44
D-\$26.60
PER DIEM
Total: \$129.43
Index: 85
TAX RATES
Meals: 5.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton & Towers	Greenville	232-4747	\$70-115
Holiday Inn	Spartanburg	576-5220	\$49-68
Holiday Inn-Haywood	Greenville	297-6300	\$85-96

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hyatt Regency	Greenville	235-1234	\$99-114
Marriott-Airport	Greenville	297-0300	\$99-119
Marriott Courtyard	Greenville	234-0300	\$68-78
Ramada Inn	Spartanburg	578-7170	\$45-63

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites Golf & Conf. Center	Greenville	676-9090	\$79-99
Hilton & Towers	Greenville	232-4747	
Hyatt Regency	Greenville	235-1234	
Marriott-Airport	Greenville	297-0300	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Seven Oaks	Greenville	232-1895	M
Stax's Peppermill	Greenville	288-9320	M

AIRPORT-TO-CITY TRANSPORTATION

Distances: 15 mi. NE
Times: 20 min.
Taxi: \$15.00
Limo: \$14.00

DAILY AUTO RENTAL

Average Rate: \$45.25

HARTFORD-NEW BRITAIN-MIDDLETOWN-BRISTOL, CONN.

VITAL STATISTICS

Population: 1,130,700
Households: 426,400
Median Age: 34.3
Total EBI: \$19,586,596,000
Median Hshld. EBI: \$36,477
Total Retail Sales: \$9,807,156,000
Buying Power Index: 5255
Chamber of Commerce: 525-4451/
229-1665/347-6924/589-4111
Convention & Visitors Bureau: 728-6789
Telephone Area Code: 203

MEAL & LODGING COSTS

Avg. Daily Lodging: \$97.90
Meals: B-\$6.41
L-\$9.42
D-\$25.17
PER DIEM
Total: \$138.90
Index: 91
TAX RATES
Meals: 6.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Avon Old Farms Inn	Avon	677-1651	\$79-150
Harley Hotel	Enfield	741-2211	\$84-104
Marriott Hotel	Farmington	678-1000	\$120-132
Radisson Hotel & Conference Center	Cromwell	635-2000	\$84-106
Ramada Inn	New Britain	224-9161	\$50-70

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Harley Hotel	Enfield	741-2211	\$65-105
Hilton Parkview	Hartford	249-5611	
Holiday Inn-Downtown	Hartford	549-2400	\$94-109
Marriott Hotel	Farmington	678-1000	
Marriott Hotel-Rocky Hill	Rocky Hill	257-6000	\$65-135
Radisson Hotel & Conference Center	Cromwell	635-2000	\$65-105
Ramada Hotel	East Hartford	528-9703	\$74-100
Sheraton Bradley Airport	Windsor Locks	627-5311	\$40-125
Sheraton Hotel	Hartford	728-5151	
Windsor Court Hotel & Conference Center	Windsor Locks	623-9811	\$45-75

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Avon Old Farms Inn	Avon	677-2818	M
Blacksmith's Tavern	Glastonbury	659-0366	M
Cafe Lafayette	Madison	245-2380	*M-E
Carbone's Ristorante	Hartford	249-9646	M
Cavey's French Restaurant	Manchester	643-2751	*M-E
Cavey's Italian Restaurant	Manchester	643-2751	M
Gastano's	Hartford	249-1629	M
Simsbury 1820 House	Simsbury	658-7658	M

AIRPORT-TO-CITY TRANSPORTATION

Distances: 14 mi. N
Times: 15-20 min.
Taxi: \$21.00
Limo: \$8.00

DAILY AUTO RENTAL

Average Rate: \$46.00

HOUSTON, TEXAS

VITAL STATISTICS

Population: 3,331,200
Households: 1,196,700
Median Age: 30.3
Total EBI: \$46,419,042,000
Median Hshld. EBI: \$30,278
Total Retail Sales: \$24,203,143,000
Buying Power Index: 1.3305
Chamber of Commerce: 651-1313
Convention & Visitors Bureau:
800-231-7799/523-5050
Telephone Area Code: 713

MEAL & LODGING COSTS

Avg. Daily Lodging: \$124.63
Meals: B-\$8.32
L-\$11.57
D-\$19.55
PER DIEM
Total: \$164.07
Index: 108
TAX RATES
Meals: 8.25%
Lodging: 15.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Allen Park Inn	Houston	521-9321	\$62-85
Doubletree-Airport	Houston	442-8000	\$98-118
Doubletree-Allen Center	Houston	759-0202	\$109-139
Doubletree-Park Oak	Houston	961-9300	\$115-155
Guest Quarters-Galleria West	Houston	961-9000	\$139-159
Hilton Houston Plaza	Houston	524-6633	\$99-109
Hilton Nasser Bay	Houston	333-9300	\$89-109
Hilton Westchase	Houston	974-1000	\$89-132
Holiday Inn Southwest	Houston	530-1400	\$63-84
Houstonian	Houston	680-2626	\$130-150
Hyatt Regency	Houston	654-1234	\$130-180
Hyatt Regency West	Houston	558-1234	\$99-145
Marriott-Airport	Houston	443-2310	\$108-130
Marriott-Greenspoint	Houston	875-4000	\$115-146
Marriott-Houston Galleria	Houston	961-1500	\$135-145
Marriott-Medical Center	Houston	796-0080	\$99-119
Soitel	Houston	445-9000	\$112-140
Westin Galleria & Westin Oaks	Houston	960-8100	\$150-250
Wyndham Greenspoint	Houston	875-2222	\$125-175

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark Hotel	Houston	978-7400	\$105-115
Doubletree-Airport	Houston	442-8000	\$55-79
Doubletree-Allen Center	Houston	759-0202	\$59-96
Doubletree-Park Oak	Houston	961-9300	
Four Seasons-Houston Center	Houston	650-1300	\$95-105
Guest Quarters-Galleria West	Houston	961-9000	\$85-129
Hilton Hobby Airport	Houston	645-3000	
Hilton Intercontinental Airport	Houston	931-0101	\$61-85
Hilton Nasser Bay	Houston	333-9300	\$79-119
Hilton Southwest	Houston	977-9711	\$55-68
Hilton Westchase	Houston	974-1000	\$72-82
Holiday Inn Crowne Plaza-Galleria	Houston	961-7272	\$65-100
Houstonian	Houston	680-2626	\$130-140
Hyatt Regency	Houston	654-1234	
Hyatt Regency West	Houston	558-1234	\$69-124
Marriott-Airport	Houston	443-2310	\$49-130
Marriott-Astradome	Houston	797-9000	
Marriott-Brookhollow	Houston	668-0100	\$69-105
Marriott-Houston Galleria	Houston	961-1500	\$95-125
Marriott-Greenspoint	Houston	875-4000	\$45-115
Marriott-Medical Center	Houston	796-0080	\$49-119
Marriott-Westloop	Houston	960-0111	\$55-129
Omni Hotel	Houston	871-8181	
Ramada Galleria West	Houston	682-1611	
Ramada Hotel Southwest	Houston	771-0641	
Ramada Inn-NASA	Houston	488-0220	\$55-59
Ritz-Carlton	Houston	840-7600	\$150-255
Sheraton Astradome Hotel	Houston	748-3221	\$75-115
Sheraton Crown Hotel	Houston	442-5100	\$55-85
Soitel	Houston	445-9000	\$85-120
Stouffer Presidente	Houston	629-1200	
Westin Galleria & Westin Oaks	Houston	960-8100	\$90-165
Woodlands Executive Conf. Center & Resort	Woodlands	367-1100	\$135-219
Wyndham Greenspoint	Houston	875-2222	\$75-105
Wyndham Warwick	Houston	526-1991	\$85-135

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Anthony's	Houston	524-1922	M
Brennan's	Houston	522-9711	M
Cafe Annie	Houston	780-1522	M
Charley's 517	Houston	224-4438	M
Chez Georges	Houston	497-1122	M-E
Chez Nour	Houston	446-6717	M
La Colombe D'or	Houston	524-7999	M
Confederate House	Houston	622-1936	M
DeVillie	Houston	650-1300	M
Dang Ting	Houston	527-0005	M
Hunan	Houston	965-0808	M-E

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Hunt Room	Houston	639-4556	M
Lancaster Grille	Houston	228-9502	M
Maxim's	Houston	877-8899	M
The Restaurant	Houston	840-7600	M
Rivoli	Houston	789-1900	M
Rotisserie for Beef and Bird	Houston	977-9524	M
Tony's	Houston	622-6778	M-E
La Tour D'Argent	Houston	864-9864	M
Vargo's	Houston	782-3888	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 22 mi. N
Time: 30-50 min.
Taxi: \$26.00
Limo: \$8.50

DAILY AUTO RENTAL

Average Rate: \$47.50

INDIANAPOLIS, IND.

VITAL STATISTICS

Population: 1,258,100
Households: 483,200
Median Age: 32.4
Total EBI: \$17,613,378,000
Median Hshld. EBI: \$28,910
Total Retail Sales: \$10,364,320,000
Buying Power Index: 5239
Chamber of Commerce: 464-2200
Convention & Visitors Bureau:
800-323-4639/639-4282
Telephone Area Code: 317

MEAL & LODGING COSTS

Avg. Daily Lodging: \$112.29
Meals: B-\$6.39
L-\$7.63
D-\$13.67
PER DIEM
Total: \$139.92
Index: 92
TAX RATES
Meals: 5.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	Indianapolis	248-2481	\$98-135
Embassy Suites	Indianapolis	236-1800	\$109-159
Guest Quarters Suite Hotel	Carmel	844-7994	\$105-115
Hilton-Airport	Indianapolis	244-3361	\$69-111
Hilton Hotel	Indianapolis	635-2000	\$90-160
Holiday Inn-North	Indianapolis	872-9790	\$69-96
Holiday Inn-Union Station	Indianapolis	631-2221	\$91-115
Hyatt Regency	Indianapolis	632-1234	\$145-170
Marriott Courtyard	Castleton	576-9559	\$69-79
Marriott Inn	Indianapolis	352-1231	\$106-116
Omni Severin	Indianapolis	634-6646	\$100-160
Radisson Plaza	Indianapolis	846-2700	\$97-132
Westin Hotel	Indianapolis	262-8100	\$125-145
Wyndham Garden	Indianapolis	574-4600	\$79-99

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark	Indianapolis	248-2481	
Embassy Suites	Indianapolis	236-1800	\$94-124
Hilton-Airport	Indianapolis	244-3361	\$59-109
Hilton Hotel	Indianapolis	635-2000	\$65-95
Holiday Inn-Airport	Indianapolis	244-6861	
Holiday Inn-North	Indianapolis	872-9790	\$67-77
Holiday Inn-Union Station	Indianapolis	631-2221	
Hyatt Regency	Indianapolis	632-1234	\$90-115
Marriott Inn	Indianapolis	352-1231	
Omni Severin	Indianapolis	634-6646	\$59-145
Radisson Plaza	Indianapolis	846-2700	\$65-114
University Place Conf. Center & Hotel	Indianapolis	269-9000	\$90-105
Westin Hotel	Indianapolis	262-8100	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Alvy Darr's	Indianapolis	267-0011	M
Beauvitu	Indianapolis	634-3000	M
Benvenuti	Indianapolis	633-4915	M
Chateau Normandy	Indianapolis	849-3970	M
Glass Chimney	Carmel	844-0921	M
Jonathan's Restaurant & Pub	Indianapolis	844-1155	M
King Cole	Indianapolis	638-5588	M
Peter's	Indianapolis	637-9333	M
*St. Elmo's Steak House	Indianapolis	637-1811	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. SW
Time: 15 min.
Taxi: \$11.00
Limo: \$5.00

DAILY AUTO RENTAL

Average Rate: \$49.00

Notes: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

METRO MARKET PROFILES

JACKSONVILLE, FLA.

VITAL STATISTICS

Population: 927,100
Households: 351,500
Median Age: 32.2
Total EBI: \$12,677,224,000
Median Hshld. EBI: \$27,605
Total Retail Sales: \$7,337,701,000
Buying Power Index: 3768
Chamber of Commerce: 366-6600
Convention & Visitors Bureau:
800-733-2668/353-9736
Telephone Area Code: 904

MEAL & LODGING COSTS

Avg. Daily Lodging: \$105.21
Meals: B-\$5.43
L-\$9.50
D-\$19.06
PER DIEM
Total: \$139.20
Index: 91
TAX RATES
Meals: 6.5%
Lodging: 10.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn-Baymeadows	Jacksonville	737-1700	\$74.79
Holiday Inn-East	Jacksonville	724-3410	\$48.75
Conference Center	Jacksonville	739-0739	\$67-155
The Inn at Baymeadows	Jacksonville	296-2222	\$135-145
Marriott Jacksonville	Jacksonville	223-1700	\$76-89
Marriott Courtyard	Jacksonville	355-6664	\$135-160
Omni Jacksonville	Jacksonville	731-3555	\$95-140
Park Suites	Jacksonville		

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-Airport	Jacksonville	757-3110	\$46-54
Holiday Inn-East	Jacksonville	724-3410	\$50.75
Jacksonville Hotel	Jacksonville	398-8800	\$48-89
Marina Hotel at St. John's Place	Jacksonville	396-5100	
Marriott at Sawgrass	Ponte Vedra Beach	285-7777	\$95-199
Marriott Jacksonville	Jacksonville	296-2222	\$50-109
Omni Jacksonville	Jacksonville	355-6664	
Ponte Vedra Inn & Club	Ponte Vedra Beach	285-6911	\$89-185
Radisson Inn-Airport	Jacksonville	741-4747	
Sawgrass Resort	Ponte Vedra Beach	286-2261	\$140-185

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Augustine Room	Ponte Vedra Beach	285-7777	M-E
Raintree	St. Augustine	824-7211	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 17 mi. N
Time: 20-60 min.
Taxi: \$19.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$39.00

KANSAS CITY, MO.-KS.

VITAL STATISTICS

Population: 1,584,700
Households: 609,400
Median Age: 32.9
Total EBI: \$24,362,333,000
Median Hshld. EBI: \$31,212
Total Retail Sales: \$12,486,466,000
Buying Power Index: 6817
Chamber of Commerce: 816-221-2424/
913-371-3070
Convention & Visitors Bureau:
800-767-7700/816-221-5242/800-748-7157/
913-321-5800
Telephone Area Code: 816 (Missouri); 913 (Kansas)

MEAL & LODGING COSTS

Avg. Daily Lodging: \$120.92
Meals: B-\$5.40
L-\$10.03
D-\$19.59
PER DIEM
Total: \$155.94
Index: 102
TAX RATES
Meals: 6.25-6.475%
Lodging: 10.25-12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Allis Plaza	Kansas City, MO	421-6800	\$100-130
Doubletree-Overland Park	Overland Park, KS	451-6100	\$105-145
Embassy Suites-Airport	Kansas City, MO	891-7788	\$74-144
Embassy Suites-Overland Park	Overland Park, KS	649-7060	\$114-134
Hilton Airport Plaza Inn	Kansas City, MO	891-8900	\$89-130
Hilton Plaza Inn	Kansas City, MO	753-7400	\$89-129
Holiday Inn Crowne Plaza	Kansas City, MO	531-3000	\$134-154
Hyatt Regency-Crown Center	Kansas City, MO	421-1234	\$149-190
Marriott Airport	Kansas City, MO	464-2200	\$49-150
Marriott Courtyard	Overland Park, KS	339-9900	\$72-84
Raphael Hotel	Kansas City, MO	756-3800	\$90-127
Westin Crown Center	Kansas City, MO	474-4400	\$135-185

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark	Kansas City, MO	737-0200	\$49-99
Allis Plaza	Kansas City, MO	421-6800	
Doubletree-Overland Park	Overland Park, KS	451-6100	
Embassy Suites	Kansas City, MO	756-1720	
Embassy Suites-Airport	Kansas City, MO	891-7788	
Hilton Airport Plaza Inn	Kansas City, MO	891-8900	\$65-114
Hilton Plaza Inn	Kansas City, MO	753-7400	\$89-107
Holiday Inn Crowne Plaza	Kansas City, MO	531-3000	
Hyatt Regency-Crown Center	Kansas City, MO	421-1234	
Marriott Airport	Kansas City, MO	464-2200	\$49-120
Marriott Overland Park	Overland Park, KS	451-8000	\$65-134
Park Place	Kansas City, MO	483-9900	\$60-105
Ramada Hotel-Airport	Kansas City, MO	741-9500	\$49-64
Ritz-Carlton	Kansas City, MO	756-1500	\$99-175
Westin Crown Center	Kansas City, MO	474-4400	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The American Restaurant	Kansas City, MO	471-8050	E
*Bristol Bar & Grill	Kansas City, MO	756-0606	M
EBT	Kansas City, MO	942-8870	M
*Golden Ox	Kansas City, MO	842-2866	M
The Grill	Kansas City, MO	756-1500	M
Jasper's	Kansas City, MO	363-3003	M
La Mediterranee	Kansas City, MO	561-2916	M
Plaza III The Steakhouse	Kansas City, MO	753-0000	M
*Savoy Grill	Kansas City, MO	842-3890	M
Stephenson's Apple Farm	Kansas City, MO	373-5400	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 18 mi. NW
Time: 25-40 min.
Taxi: \$24.00
Limo: \$9.00

DAILY AUTO RENTAL

Average Rate: \$45.50

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

KNOXVILLE, TENN.

VITAL STATISTICS

Population: 608,400
Households: 239,300
Median Age: 34.6
Total EBI: \$7,601,304,000
Median Hshld. EBI: \$23,564
Total Retail Sales: \$4,776,261,000
Buying Power Index: 2362
Chamber of Commerce: 637-4550
Convention & Visitors Bureau:
800-727-8045/523-2316
Telephone Area Code: 615

MEAL & LODGING COSTS

Avg. Daily Lodging: \$83.00
Meals: B-\$7.67
L-\$11.35
D-\$25.68
PER DIEM
Total: \$105.35
Index: 69
TAX RATES
Meals: 8.25%
Lodging: 13.25%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Edgewater Hotel	Gatlinburg	436-4151	\$89-99
Garden Plaza Hotel	Oak Ridge	481-2468	\$65-70
Holiday Inn-Cedar Bluff	Knoxville	693-1011	\$59-79
Holiday Inn-Gatlinburg	Gatlinburg	436-9201	\$70-115
Holiday Inn-Pigeon Forge	Pigeon Forge	428-2700	\$83-93
Holiday Inn-West	Knoxville	584-3911	\$56-97
Holiday Inn-World's Fair	Knoxville	522-2800	\$70-80
Hyatt Regency	Knoxville	637-1234	\$105-120
Radisson Hotel	Knoxville	522-2600	\$65-90
Ramada Inn	Pigeon Forge	453-9081	\$59-96

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton-Knoxville	Knoxville	523-2300	\$55-100
Hilton-Knoxville Airport	Alcoa	970-4300	\$58-94
Hyatt Regency	Knoxville	637-1234	\$65-124
Park Vista Hotel	Gatlinburg	436-9211	\$50-90

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Five Oaks	Servierville	453-5994	AA
The Orangerie	Knoxville	588-2964	AA
Regas	Knoxville	637-9805	AA
Tuscany	Knoxville	584-6755	AA

AIRPORT-TO-CITY TRANSPORTATION

Distance: 12 mi. S
Time: 25-30 min.
Taxi: \$14.00
Limo: \$12.50

DAILY AUTO RENTAL

Average Rate: \$46.00

LAS VEGAS, NEV.

VITAL STATISTICS

Population: 773,400
Households: 299,600
Median Age: 33.2
Total EBI: \$10,408,999,000
Median Hshld. EBI: \$28,175
Total Retail Sales: \$5,806,823,000
Buying Power Index: 3068
Chamber of Commerce: 457-4664
Convention & Visitors Bureau: 733-2323
Telephone Area Code: 702

MEAL & LODGING COSTS

Avg. Daily Lodging: \$88.18
Meals: B-\$5.07
L-\$10.32
D-\$18.31
PER DIEM
Total: \$121.88
Index: 80
TAX RATES
Meals: 7.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Alexis Park Resort	Las Vegas	796-3300	\$90
Bally's Las Vegas	Las Vegas	739-4111	\$84-175
Desert Inn	Las Vegas	733-4444	\$90-175
Four Queens	Las Vegas	385-4011	\$49-59
Harrah's	Laughlin	298-4600	\$25-80
Hilton	Las Vegas	732-5111	\$75-165
Hilton Flamingo	Las Vegas	733-3111	\$49-125
Hilton Flamingo-Laughlin	Laughlin	298-5129	\$29-85
Holiday Inn Hotel/Casino	Las Vegas	369-5000	\$69-89
Howard Johnson Plaza Suites	Las Vegas	369-4400	\$95-155
Mirage	Las Vegas	791-7111	\$79-179
Palace Station Hotel & Casino	Las Vegas	367-2411	\$35-95
Rio Suite Hotel & Casino	Las Vegas	252-7770	\$79-99
Riviera	Las Vegas	734-5110	\$59-95
Sahara	Las Vegas	737-2111	\$55-95
Showboat	Las Vegas	385-9123	\$26-85
Tropicana	Las Vegas	739-2222	\$39-125

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Aladdin Hotel & Casino	Las Vegas	736-0111	\$45-65
Alexis Park Resort	Las Vegas	796-3300	\$85-125
Bally's Las Vegas	Las Vegas	739-4111	
Caesars Palace	Las Vegas	731-7110	
Desert Inn	Las Vegas	733-4444	\$95-135
Golden Nugget	Las Vegas	385-7111	\$58-130
Hacienda Resort Hotel	Las Vegas	739-8911	\$36-125
Hilton	Las Vegas	732-5111	\$75-160
Hilton Flamingo	Las Vegas	733-3111	
Imperial Palace	Las Vegas	731-3311	
Mirage	Las Vegas	791-7111	\$79-225
Riviera	Las Vegas	734-5110	
Sahara	Las Vegas	737-2111	\$39-119
Sands	Las Vegas	733-5000	
Stardust	Las Vegas	732-6111	\$45-200
Tropicana	Las Vegas	739-2222	\$50-125
Union Plaza Hotel & Casino	Las Vegas	386-2110	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Andre's	Las Vegas	385-5016	M
Bacchanal	Las Vegas	734-7110	E
Chin's	Las Vegas	733-8899	M-E
Elaine's	Las Vegas	385-7111	M
Golden Steer Steak House	Las Vegas	384-4470	M
Palace Court	Las Vegas	734-7110	M-E
Pegasus	Las Vegas	796-3300	M-E
Portofino	Las Vegas	733-4444	M-E
Tillerman	Las Vegas	731-4036	M
La Vie En Rose	Las Vegas	733-4444	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. S
Time: 35-45 min.
Taxi: \$17.00
Limo: \$4.25

DAILY AUTO RENTAL

Average Rate: \$42.00

LITTLE ROCK-NORTH LITTLE ROCK, ARK.

VITAL STATISTICS

Population: 516,100
Households: 196,600
Median Age: 32.3
Total EBI: \$6,915,308,000
Median Hshld. EBI: \$25,920
Total Retail Sales: \$4,147,589,000
Buying Power Index: 2087
Chamber of Commerce: 374-4871/374-3600
Convention & Visitors Bureau: 800-844-7625/376-4781
Telephone Area Code: 501

MEAL & LODGING COSTS

Avg. Daily Lodging: \$81.29
Meals: B-\$5.31
L-\$7.21
D-\$16.93
PER DIEM
Total: \$110.74
Index: 73
TAX RATES
Meals: 7.5%
Lodging: 9.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Camelot Hotel	Little Rock	372-4371	\$54-88
Capital Hotel	Little Rock	374-7474	\$100-145
Excelsior Hotel	Little Rock	375-5000	\$82-102
Hilton Inn	Little Rock	664-5020	\$69-85
Hilton Inn Riverfront	North Little Rock	371-9000	\$61-78
Holiday Inn-West	Little Rock	223-3000	\$66-74
Marriott Courtyard	Little Rock	227-6000	\$59-75

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Excelsior Hotel	Little Rock	375-5000	\$72-102
Hilton Inn Riverfront	North Little Rock	371-9000	\$52-80

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Cay's Steak House	Little Rock	224-2000	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3.5 mi. SE
Time: 10-15 min.
Taxi: \$7.50
Limo: \$15.00

DAILY AUTO RENTAL

Average Rate: \$42.67

LOS ANGELES-LONG BEACH, CAL.

VITAL STATISTICS

Population: 8,967,900
Households: 3,025,800,000
Median Age: 30.8
Total EBI: \$138,244,091
Median Hshld. EBI: \$32,967
Total Retail Sales: \$67,141,917,000
Buying Power Index: 3.8050
Chamber of Commerce: 213-629-0602/
310-436-1251
Convention & Visitors Bureau: 213-624-
7300/800-234-3645/310-436-3645
Telephone Area Code: 213 [City of

MEAL & LODGING COSTS

Avg. Daily Lodging: \$147.67
Meals: B-\$8.83
L-\$13.55
D-\$27.89
PER DIEM
Total: \$197.94
Index: 130
TAX RATES
Meals: 8.25%
Lodging: 112.5%

Commerce/Hollywood/Los Angeles]; 310 [Avalon/Bel Air/Beverly Hills/
Century City/Cerritos/Culver City/El Segundo/Hawthorne/Inglewood/Long Beach/
Malibu/Manhattan Beach/Marina Del Rey/Redondo Beach/San Pedro/Santa
Monica/Torrance/Venice/West Hollywood/Westchester/Whittier]; 714
[Claremont/Pomona]; 805 [Lancaster/Simi Valley/Thousand Oaks/Westlake
Village]; 818 [Arcadia/Baldwin Park/Calabasas/City of Industry/Covina/
Monrovia/Pasadena/Sherman Oaks/Studio City/Universal City/
Van Nuys/Woodland Hills]

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Airtel Plaza	Van Nuys	997-7676	\$99-149
Beverly Hills Hotel	Beverly Hills	276-2251	\$170-320
Beverly Plaza	Los Angeles	658-6600	\$110-168
Country Inn at Calabasas	Calabasas	887-2900	\$86-105
Desert Inn	Lancaster	942-8401	\$60-71
Doubletree-Plaza Las Fuentes	Pasadena	792-2727	\$79-185
Doubletree Hotel	Marina Del Rey	301-3000	\$175-235
Embassy Suites-Arcadia	Arcadia	445-8525	\$99-142
Embassy Suites-Covina	Covina	915-3441	\$99-139
Griswold's Inn	Claremont	626-2411	\$75-85
Guest Quarters	Santa Monica	395-3332	\$145-185
Hilton-Pasadena	Pasadena	577-1000	\$123-170
Hilton-Whittier	Whittier	945-8511	\$95-130
Hilton & Towers	Los Angeles	629-4321	\$156-223
Hilton & Towers-Universal City	Universal City	506-2500	\$150-180
Hilton & Towers-Warner Center	Woodland Hills	595-1000	\$85-139
Holiday Inn-Monrovia	Monrovia	357-1900	\$69-96
Holiday Inn-Pasadena	Pasadena	449-4000	\$89-120
Holiday Inn-Crowne Plaza	Redondo Beach	318-8888	\$120-195
Holiday Inn-Crowne Plaza-LAX	Inglewood	642-7500	\$122-152
Hotel Metropole	Avalon	510-1884	\$125-275
Hotel St. Lauren	Avalon	510-2299	\$85-200
Hyatt Regency	Los Angeles	683-1234	\$140-215
Marina Del Rey Hotel	Marina Del Rey	301-1000	\$120-205
Marina International	Marina Del Rey	301-2000	\$100-180
Marriott Courtyard	Torrance	533-8000	\$86-96
Marriott Long Beach Airport	Long Beach	425-5210	\$154-169
Marriott Los Angeles Airport	Inglewood	641-5700	\$145-170
Marriott Marina Del Rey	Marina Del Rey	822-8555	\$139-159
Marriott Torrance	Torrance	316-3636	\$145-165
Marriott Warner Center	Woodland Hills	887-4800	\$139-179
Mandrian Hotel	Los Angeles	650-8999	\$175-475
New Otani Hotel & Garden	Los Angeles	629-1200	\$119-179
Portofino Inn	Redondo Beach	379-8481	\$140-200
Radisson Huntley	Santa Monica	394-5454	\$120-160
Ramada-West Hollywood	West Hollywood	652-6400	\$99-109

METRO MARKET PROFILES

LOS ANGELES-LONG BEACH, CAL. (cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Ramada Renaissance	Long Beach	437-5900	\$120-160
The Roosevelt Hotel	Hollywood	466-7000	\$115-180
Sheraton Grande	Los Angeles	617-1133	\$175-250
Sheraton Hotel	Long Beach	436-3000	\$110-210
Sheraton Industry Hills Resort	City of Industry	965-0861	\$90-145
Sheraton Miramar	Santa Monica	394-3731	\$155-215
Sheraton San Pedro	San Pedro	519-8200	\$59-119
Sheraton Universal	Universal City	980-1212	\$140-220
Shilo Inn	Pomona	598-0073	\$79-95
Sportsmen's Lodge	Studio City	769-4700	\$94-114
Stouffer Concourse	Inglewood	216-5858	\$135-165
Valadon	West Hollywood	855-1115	\$135-195
Vista Del Mar	Avalon	510-1452	\$95-275
Westin Bonaventure	Los Angeles	624-1000	\$150-210

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Airport Marina Hotel	Westchester	670-8111	\$65-85
Best Western Airtel Plaza Hotel	Van Nuys	997-7676	\$59-119
Biltmore Hotel	Los Angeles	624-1011	
Century Plaza	Century City	277-2000	\$155-270
Cockatoo-The Grand Hotel	Hawthorne	679-2291	
Crown Sterling Suites	El Segundo	640-3600	\$89-114
Doubletree Hotel	Marina Del Rey	301-3000	\$125-155
Embassy Suites-Covina	Covina	915-3441	\$79-99
Four Seasons-Los Angeles	Beverly Hills	273-2222	
Hacienda Hotel	El Segundo	615-0015	
Hilton-Beverly	Beverly Hills	274-7777	
Hilton-Pasadena	Pasadena	577-1000	\$90-140
Hilton-San Gabriel	Baldwin Park	962-6000	\$59-99
Hilton-University	Los Angeles	748-4141	\$85-105
Hilton-Valley	Sherman Oaks	981-5400	\$82
Hilton & Towers	Los Angeles	629-4321	\$156-221
Hilton & Towers-Airport	Inglewood	410-4000	
Hilton & Towers-Universal City	Universal City	506-2500	\$125-145
Holiday Inn-Pasadena	Pasadena	449-4000	\$69-102
Holiday Inn Crowne Plaza	Redondo Beach	318-8888	\$95-135
Holiday Inn Crowne Plaza-LAX	Inglewood	642-7500	
Hyatt at Los Angeles Airport	Inglewood	670-9000	\$89-135
Hyatt Regency-Long Beach	Long Beach	491-1234	\$89-140
Hyatt Regency-Los Angeles	Los Angeles	683-1234	
Hyatt on Sunset	West Hollywood	656-1234	
Hyatt Westlake Plaza	Westlake Village	497-9991	
Hyatt Wilshire	Los Angeles	381-7411	\$95-130
Marina International	Marina Del Rey	301-3000	\$82-150
Marriott Century City	Century City	277-2777	\$179-269
Marriott Long Beach Airport	Long Beach	425-5210	\$69-149
Marriott Los Angeles Airport	Inglewood	641-5700	\$65-139
Marriott Torrance	Torrance	316-3636	\$58-139
Marriott Warner Center	Woodland Hills	887-4800	\$75-135
Pacific Hotel & Conference Center	Culver City	649-1776	\$65-85
Queen Mary Hotel	Long Beach	435-3511	\$88-125
Radisson-Bel Air Summit Hotel	Bel Air	476-6571	\$99-129
Radisson Hotel	City of Commerce	722-7200	\$60-80
Radisson Plaza	Manhattan Beach	546-7511	\$115-155
Ramada Hotel	Compton	632-1234	\$50-80
Ramada Renaissance	Long Beach	437-5900	\$88-110
Ritz-Carlton Huntington	Pasadena	568-3900	\$135-210
Sheraton Cerritos	Cerritos	809-1500	\$75-105
Sheraton Grande	Los Angeles	617-1133	
Sheraton Industry Hills Resort	City of Industry	965-0861	\$95-145
Sheraton Long Beach	Long Beach	436-3000	
Sheraton Miramar	Santa Monica	394-3731	
Sheraton Plaza La Reina	Inglewood	642-1111	
Sheraton Town House	Los Angeles	382-7171	
Sheraton Universal	Universal City	980-1212	\$115-155
Stouffer Concourse	Inglewood	216-5858	\$95-140
UCLA Conference Services	Los Angeles	825-5305	\$59-80
Viscount Hotel	Inglewood	645-4600	\$50-65
Westin Bonaventure	Los Angeles	624-1000	\$110-165

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Beau Rivage	Malibu	456-5733	M-E
Bel Air Dining Room	Bel Air	472-1211	M-E
Bernard's	Los Angeles	612-1580	M
Bistro 45	Pasadena	795-2478	M
Bistro Garden	Beverly Hills	550-3900	M-E
Champagne	Los Angeles	470-8446	M
La Chaumiere	Century City	277-2000	M-E
Chez Melange	Redondo Beach	540-1222	M
Chez Sateau	Arcadia	446-8806	M*
Chronicle	Pasadena	792-1179	M
Il Cielo	Beverly Hills	276-9990	M
City	Los Angeles	938-2155	M

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Dining Room	Beverly Hills	275-5200	M-E
Emilio's	Hollywood	935-4922	M
L'Escoffier	Beverly Hills	274-7777	M-E
Fennel	Santa Monica	394-2079	M-E
Four Oaks	Bel Air	470-2265	M-E
Gardens	Los Angeles	273-2222	M-E
Geoffrey's	Malibu	457-1519	M-E
J.W.'s	Los Angeles	277-2777	M
Jimmy's	Beverly Hills	879-2394	M-E
*Lawry's The Prime Rib	Beverly Hills	652-2827	M
Locanda Veneta	Los Angeles	274-1893	M
Ma Maison	Los Angeles	655-1991	M-E
Madeo	Los Angeles	859-4903	M
Maldonado's	Pasadena	796-1126	M
The Mandarin	Beverly Hills	272-0267	M-E
Michael's	Santa Monica	451-0845	E
L'Orangerie	Los Angeles	652-9770	E
La Parisienne	Arcadia	357-3359	M
Rangoon Racquet Club	Beverly Hills	274-8926	M
The Raymond	Pasadena	441-3136	M
Ristorante Chianti & Cucina	Hollywood	653-8333	M
Rex II Ristorante	Los Angeles	627-2300	E
La Scala	Beverly Hills	275-0579	M
72 Market St.	Venice	392-8720	M
The Tower	Los Angeles	746-1554	M-E
Tribeca	Beverly Hills	271-1595	M
Tulipe	Los Angeles	655-7400	M-E
Valentino	Santa Monica	829-4313	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 15 mi. SW
Time: 30-35 min.
Taxi: \$26.50
Limo: \$11.00

DAILY AUTO RENTAL

Average Rate: \$47.25

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

LOUISVILLE, KY.

VITAL STATISTICS

Population: 953,000
Households: 367,800
Median Age: 33.9
Total EBI: \$12,430,176,000
Median Hshld. EBI: \$25,860
Total Retail Sales: \$7,146,704,000
Buying Power Index: 3720
Chamber of Commerce: 625-0000
Convention & Visitors Bureau:
800-626-5646/584-2121
Telephone Area Code: 502 (Kentucky);
812 (Indiana)

MEAL & LODGING COSTS

Avg. Daily Lodging: \$90.90
Meals: \$-55.18
L-\$9.45
D-\$15.99
PER DIEM
Total: \$121.52
Index: 80
TAX RATES
Meals: 6.0%
Lodging: 10.25%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Executive Inn	Louisville	367-6161	\$62-80
Executive Inn-West	Louisville	367-2251	\$64-74
Galt House	Louisville	589-5200	\$80-115
Galt House-East	Louisville	589-3300	\$105-140
Holiday Inn-Hurstbourne	Louisville	426-2600	\$75-99
Holiday Inn-New Albany	New Albany, IN	945-2771	\$51-58
Hurstbourne	Louisville	491-4830	\$65-104
Hyatt Regency Louisville	Louisville	587-3434	\$69-129
Marriott Courtyard	Louisville	429-0006	\$72-82
Radisson Hotel	Louisville	499-6220	\$75-105
Seelbach (a Doubletree Hotel)	Louisville	585-3200	\$111-185

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
The Brown (a Camberley Hotel)	Louisville	583-1234	\$65-105
Executive Inn	Louisville	367-6161	\$64-74
Executive Inn-West	Louisville	367-2251	\$64-74
Galt House	Louisville	589-5200	\$65-100
Holiday Inn-Hurstbourne	Louisville	426-2600	\$55-75
Hurstbourne	Louisville	491-4830	\$56-68
Hyatt Regency Louisville	Louisville	587-3434	\$65-105
Radisson Hotel	Jeffersonton	499-6220	\$70-110

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Casa Grisanti's	Louisville	584-4377	M
Fred Grisanti's	Louisville	267-0050	M
Hasenour's	Louisville	451-5210	M
Kunz's	Louisville	585-5555	M
Mamma Grisanti	Louisville	893-0141	M
Vincenzo's	Louisville	580-1350	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. S
Time: 15-20 min.
Taxi: \$10.00
Limo: \$4.50

DAILY AUTO RENTAL

Average Rate: \$48.00

MANCHESTER-NASHUA, N.H.**VITAL STATISTICS**

Population: 341,300
Households: 126,600
Median Age: 32.2
Total EBI: \$6,164,749,000
Median Hshld. EBI: \$39,598
Total Retail Sales: \$3,608,388,000
Buying Power Index: 1752
Chamber of Commerce: 666-6600/891-2471
Convention & Visitors Bureau: 666-6600/
891-2471
Telephone Area Code: 603

MEAL & LODGING COSTS

Avg. Daily Lodging: \$98.70
Meals: B-N.A.
L-N.A.
D-N.A.
PER DIEM
Total: N.A.
Index: N.A.
TAX RATES
Meals: None
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Clarion Somerset	Nashua	886-1200	\$92-112
Holiday Inn-The Center	Manchester	625-1000	\$76-102
Marriott Nashua	Nashua	880-9100	\$99-109
Sheraton Tara	Nashua	888-9970	\$85-126
Sheraton Tara Wayfarer Inn	Bedford	622-3766	\$79-107

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Merrimack	Merrimack	424-6181	\$35-55
Clarion Somerset	Nashua	886-1200	\$68-98
Sheraton Tara	Nashua	888-9970	\$75-116
Sheraton Tara Wayfarer Inn	Manchester	622-3766	\$60-90

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Bedford Village Inn	Bedford	472-2602	M
Levi Lowell's	Merrimack	429-0885	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. SE
Time: 15 min.
Taxi: \$9.00
Limo: \$45.00

DAILY AUTO RENTAL

Average Rate: \$47.67

MEMPHIS, TENN.**VITAL STATISTICS**

Population: 986,300
Households: 360,700
Median Age: 30.9
Total EBI: \$11,236,370,000
Median Hshld. EBI: \$23,015
Total Retail Sales: \$6,593,734,000
Buying Power Index: 3692
Chamber of Commerce: 575-3500
Convention & Visitors Bureau: 576-8181
Telephone Area Code: 901; 501 (Arkansas)

MEAL & LODGING COSTS

Avg. Daily Lodging: \$93.09
Meals: B-\$6.14
L-\$7.79
D-\$19.47
PER DIEM
Total: \$126.49
Index: 83
TAX RATES
Meals: 7.75%
Lodging: 12.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Memphis	684-1777	\$109-124
French Quarter Suites	Memphis	728-4000	\$92-127
Holiday Inn-Airport/Graceland	Memphis	398-9211	\$63-71
Holiday Inn-West Memphis	West Memphis, AR	735-4055	\$49-69
Holiday Inn Crowne Plaza	Memphis	527-7300	\$85-125
Marriott Courtyard	Memphis	761-0330	\$68-78
Marriott Memphis	Memphis	362-6200	\$125-140
Memphis Airport Hotel	Memphis	332-1130	\$71-111
Omni Hotel	Memphis	684-6664	\$99-114
Radisson Ridgeway	Memphis	766-4000	\$79-89
Sheraton Inn-Airport	Memphis	332-2370	\$75-85

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn Crowne Plaza	Memphis	527-7300	\$87-117
Marriott Memphis	Memphis	362-6200	
Memphis Airport Hotel	Memphis	332-1130	
Omni Hotel	Memphis	684-6664	
The Peabody	Memphis	529-4000	\$85-125
Sheraton Inn-Airport	Memphis	332-2370	\$49-69

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Dux	Memphis	529-4000	M
Grisanti's	Memphis	458-2648	M
Hemmings	Germantown	757-8323	M
Justine's	Memphis	527-3815	M
Paulette's	Memphis	726-5128	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 9 mi. SE
Time: 15-20 min.
Taxi: \$14.50
Limo: \$6.00

DAILY AUTO RENTAL

Average Rate: \$44.50

MIAMI-HIALEAH, FLA.**VITAL STATISTICS**

Population: 1,963,000
Households: 701,800
Median Age: 34.4
Total EBI: \$25,533,002,000
Median Hshld. EBI: \$26,243
Total Retail Sales: \$15,113,192,000
Buying Power Index: 7723
Chamber of Commerce: 350-7700/887-1515
Convention & Visitors Bureau: 539-3000
Telephone Area Code: 305

MEAL & LODGING COSTS

Avg. Daily Lodging: \$155.23
Meals: B-\$7.13
L-\$10.98
D-\$22.65
PER DIEM
Total: \$195.99
Index: 129
TAX RATES
Meals: 6.5%
Lodging: 12.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Airport Regency	Miami	441-1600	\$65-112
The Alexander	Miami Beach	865-6500	\$270-540
David William	Coral Gables	445-7821	\$105-115
Embassy Suites-Airport	Miami Springs	634-5000	\$119-169
Fontainebleau Hilton			
Resort & Spa	Miami Beach	538-2000	\$170-260
Hilton Airport & Marina	Miami	262-1000	\$140-180
Holiday Inn-Calder/			
Joe Robbie Stadium	Miami	621-5801	\$59-119
Holiday Inn-Lejeune Center	Miami	446-9000	\$84-100
Holiday Inn-Newport Pier	Miami Beach	949-1300	\$125-165
Holiday Inn-Oceanside			
Convention Center	Miami	534-1511	\$83-115
Hotel Inter-Continental	Miami	577-1000	\$169-249
Hotel Mira	Miami	871-4100	\$104-149
Hotel Place St. Michel	Coral Gables	444-1666	\$90-105
Hyatt Regency	Coral Gables	441-1234	\$130-250
Marriott Biscayne Bay			
Hotel & Marina	Miami	374-3900	\$145-165
Marriott Dadeland	Miami	663-1035	\$144
Marriott Miami Airport	Miami	649-5000	\$59-158
Omni International	Miami	374-0000	\$115-165
Radisson Mart Plaza	Miami	261-3800	\$110-150
Sheraton Bal Harbour	Bal Harbour	865-7511	\$160-310
Sheraton Brickell Point	Miami	373-6000	\$110-175
Sheraton River House-Airport	Miami	871-3800	\$90-160
Sofitel-Airport	Miami	264-4888	\$95-135
Sonesta Beach Hotel	Key Biscayne	361-2021	\$240-280

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Billmore Hotel	Coral Gables	445-1926	
Deauville Hotel	Miami Beach	865-8511	\$59-69
Don Shula's Hotel & Golf Club	Miami Lakes	821-1150	
Doral Ocean Beach	Miami Beach	532-3600	
Doral Resort & Country Club	Miami	592-2000	
Eden Roc Resort	Miami Beach	531-0000	\$60-80
Embassy Suites-Airport	Miami Springs	634-5000	
Fontainebleau Hilton			
Resort & Spa	Miami Beach	538-2000	\$170-260
Hilton Airport & Marina	Miami	262-1000	
Hotel Inter-Continental	Miami	577-1000	
Hyatt Regency	Coral Gables	441-1234	\$100-210
Hyatt Regency Miami	Miami	358-1234	\$90-135
Marriott Biscayne Bay			
Hotel & Marina	Miami	374-3900	\$99-160
Marriott Miami Airport	Miami	649-5000	
Occidental Parc Suite	Miami	374-5100	\$95-105
Omni International	Miami	374-0000	
Park Plaza Hotel	Hialeah	825-1000	\$59-129
Sheraton Bal Harbour	Bal Harbour	865-7511	\$100-220
Sheraton Brickell Point	Miami	373-6000	
Sheraton River House-Airport	Miami	871-3800	\$75-115
Sonesta Beach Hotel	Key Biscayne	361-2021	\$100-255
Turnberry Isle (a Raffles Resort)	Aventura	932-6200	

METRO MARKET PROFILES

MIAMI-HIALEAH, FLA. (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Alfredo L'Originale Di Roma	Miami Beach	532-3600	M
Aragon Cafe	Coral Gables	441-2600	M
Cafe Chauveron	Bay Harbor Island	866-8779	M
Charade	Coral Gables	448-6077	M
Chef Allen's	Aventura	935-2900	M
The Dining Galleries	Miami Beach	538-2000	M
Le Festival	Coral Gables	442-8545	M
The Forge	Miami Beach	538-8533	M
Grand Cafe	Coconut Grove	858-9600	M
*Joe's Stone Crab	Miami Beach	673-0365	M
Louisiana	Coral Gables	445-0481	M
Mayfair Grill	Coconut Grove	441-0000	M-E
Reflections On The Bay	Miami	371-6433	M
*The Rusty Pelican	Key Biscayne	361-3818	M
Taste of Szechuan	Bay Harbor	864-0141	M-E
Il Tullipano	Miami	893-4811	M-E
Vinton's	Coral Gables	445-2511	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. NW
Time: 20-30 min.
Taxi: \$13.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$27.00

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. S
Time: 15-25 min.
Taxi: \$15.00
Limo: \$6.50

DAILY AUTO RENTAL

Average Rate: \$45.25

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

MINNEAPOLIS-ST. PAUL, MINN.

VITAL STATISTICS

Population: 2,501,400
Households: 949,500
Median Age: 31.8
Total EBI: \$40,156,297,000
Median Hshld. EBI: \$33,773
Total Retail Sales: \$20,446,928,000
Buying Power Index: 1,1126
Chamber of Commerce: 370-9132/223-5000
Convention & Visitors Bureau:
800-445-7412/348-4313/800-627-6101/
297-6985
Telephone Area Code: 612

MEAL & LODGING COSTS

Avg. Daily Lodging: \$104.25
Meals: B-\$8.50
L-\$10.03
D-\$21.47
PER DIEM
Total: \$144.25
Index: 95
TAX RATES
Meals: 6.5%
Lodging: 12.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western-Northwest	Brooklyn Park	566-8855	\$59.89
Best Western-Thunderbird	Bloomington	854-3411	\$63.76
Crown Sterling Suites	Minneapolis	333-3111	\$135-175
Crown Sterling Suites	St. Paul	224-5400	\$102-112
Days Inn	Brooklyn Center	566-4140	\$54.74
Embassy Suites-Airport	Bloomington	854-1000	\$119-129
Embassy Suites-Bloomington	Bloomington	884-4811	\$89-135
Hilton Metrodome	Minneapolis	331-1900	\$66-85
Holiday Inn-Airport	Bloomington	854-9000	\$65-91
Holiday Inn-East	St. Paul	731-2220	\$72.94
Holiday Inn-Metrodome	Minneapolis	333-4646	\$84-104
Holiday Inn-Shoreview	Shoreview	482-0402	\$58.76
Hyatt Regency	Minneapolis	370-1234	\$160-200
Luxford Hotel	Minneapolis	332-6800	\$110-120
The Marquette	Minneapolis	332-2351	\$145-160
Marriott City Center	Minneapolis	349-4000	\$149-169
Marriott Courtyard	Mendota Heights	452-2000	\$49.79
Marriott Hotel-Airport	Bloomington	854-7441	\$110-120
Omni Northstar	Minneapolis	338-2288	\$115-140
Plymouth Place	Plymouth	553-1600	\$65-79
Radisson-St. Paul	St. Paul	292-1900	\$92-107
Radisson Hotel-Minnetonka	Minnetonka	593-0000	\$84-114
Radisson Hotel-South	Bloomington	835-7800	\$85-116
Radisson Hotel & Conference Center	Plymouth	559-6600	\$99-119
Radisson Plaza	Minneapolis	339-4900	\$143
Ramada Inn-St. Paul	St. Paul	735-2330	\$58.78
The Registry	Bloomington	854-2244	\$100-120
Sheraton Airport	Bloomington	854-1771	\$59.84
Sheraton Midway	St. Paul	642-1234	\$69.89
Sheraton Park Place	Minneapolis	542-8600	\$75-92
Softel	Bloomington	835-1900	\$115-145
The Whitney	Minneapolis	339-9300	\$150-160

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Northwest Inn	Brooklyn Park	566-8855	
Earle Brown Continuing Education Center	St. Paul	624-3275	
Earle Brown Heritage Center	Brooklyn Center	569-6300	
Embassy Suites-Bloomington	Bloomington	884-4811	\$89-159
Hilton Airport	Bloomington	854-2100	\$75-115
Hilton Metrodome	Minneapolis	331-1900	\$57.75
Holiday Inn-Airport	Bloomington	854-9000	\$70-106
Holiday Inn-Metrodome	Minneapolis	333-4646	\$60-95
Holiday Inn-Roseville	Roseville	636-4567	\$49.65
Holiday Inn-St. Paul Center	St. Paul	291-8800	
Hyatt Regency	Minneapolis	370-1234	
The Marquette	Minneapolis	332-2351	\$80-150
Marriott City Center	Minneapolis	349-4000	\$79-159
Marriott Hotel Airport	Bloomington	854-7441	\$55-109
Marriott Southwest	Minnetonka	935-5500	\$58-145
Normandy Inn	Minneapolis	370-1400	
Northland Inn	Brooklyn Park	536-8300	\$89-145
Omni Northstar	Minneapolis	338-2288	\$69-155
Park Inn International	Minneapolis	332-0371	\$56-90
Radisson-St. Paul	St. Paul	292-1900	\$75-90
Radisson Hotel-Minnetonka	Minnetonka	593-0000	\$65-90
Radisson Hotel-South	Bloomington	835-7800	

MILWAUKEE, WISC.

VITAL STATISTICS

Population: 1,436,800
Households: 539,400
Median Age: 32.8
Total EBI: \$22,621,810,000
Median Hshld. EBI: \$33,549
Total Retail Sales: \$11,214,996,000
Buying Power Index: 6239
Chamber of Commerce: 273-3000
Convention & Visitors Bureau:
800-231-0903/273-3950
Telephone Area Code: 414

MEAL & LODGING COSTS

Avg. Daily Lodging: \$126.90
Meals: B-\$6.11
L-\$9.97
D-\$20.42
PER DIEM
Total: \$163.40
Index: 107
TAX RATES
Meals: 5.5%
Lodging: 12.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Midway			
Motor Lodge	Wauwatosa	774-3600	\$73-96
Country Inn	Pewaukee	547-0201	\$66-76
Embassy Suites-West	Brookfield	782-2900	\$95-500
Grand Hotel	Milwaukee	481-8000	\$57-135
Hilton Inn-Milwaukee River	Milwaukee	962-6040	\$80-105
Hyatt Regency	Milwaukee	276-1234	\$95-165
Pfister Hotel	Milwaukee	273-8222	\$135-155
Sheraton Inn North	Brown Deer	355-8585	\$75-110
Sheraton Mayfair	Wauwatosa	257-3400	\$79-99
Wyndham Milwaukee Center	Milwaukee	276-8686	\$146-196

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Grand Hotel	Milwaukee	481-8000	\$66-137
Hyatt Regency	Milwaukee	276-1234	\$79-148
Marc Plaza	Milwaukee	271-7250	\$80-130
Marriott Hotel	Brookfield	786-1100	\$80-100
Olympia Resort & Conference Center	Oconomowoc	567-7711	\$69-99
Pfister Hotel	Milwaukee	273-8222	\$85-110
Wyndham Milwaukee Center	Milwaukee	276-8686	\$69-149

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Bader's on-the-River	Mequon	242-0335	M
Boulevard Inn	Milwaukee	445-4221	M
English Room	Milwaukee	273-8222	M-E
Fleur De Lis	Milwaukee	278-8030	M
Fox and Hounds	Hubertus	251-4100	M-E
Grenadier's	Milwaukee	276-0747	M
Golden Mast Inn	Okauchee	567-7047	M
John Ernst's	Milwaukee	273-1818	M
*Karl Ratzsch's	Milwaukee	276-2720	M
Pandl's in Bayside	Milwaukee	352-7300	M
Sanford	Milwaukee	276-9608	M

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Radisson Metrodome	Minneapolis	379-8888	
Ramada Inn-St. Paul	St. Paul	735-2330	\$58-78
The Registry	Bloomington	854-2244	\$80-90
Riverwood Conference Center	Monticello	441-6833	\$49-109
St. Paul Civic Center	St. Paul	224-7361	
The Scanticon	Plymouth	559-6600	
Sheraton Airport	Bloomington	854-1771	\$49-69
Sheraton Park Place	Minneapolis	542-8600	\$65-85
Sofitel	Bloomington	835-1900	\$89-139

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
*Eddie Webster's	Bloomington	854-4056	
510	Minneapolis	874-6440	M-E
Forepaugh's	St. Paul	224-5606	M
Goodfellow's	Minneapolis	332-4800	M
Jax Cafe	Minneapolis	789-7297	M
Kincaid's	Bloomington	921-2255	M
Lord Fletcher's of the Lake	Spring Park	471-8513	M
Lowell Inn	Stillwater	439-1100	M
*Murray's	Minneapolis	339-0909	M
Venetian Inn	St. Paul	484-7215	M
Willow's	Minneapolis	370-1234	M
Windows on Minnesota	Minneapolis	349-6250	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 13 mi. SE

Time: 20-30 min.

Taxi: \$18.00

Limo: \$7.50

DAILY AUTO RENTAL

Average Rate: \$48.50

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

NASHVILLE, TENN.**VITAL STATISTICS**

Population: 997,500

Households: 380,500

Median Age: 32.5

Total EBI: \$14,218,795,000

Median Hshld. EBI: \$26,687

Total Retail Sales: \$7,838,318,000

Buying Power Index: 4131

Chamber of Commerce: 259-4755

Convention & Visitors Bureau: 259-4730

Telephone Area Code: 615

MEAL & LODGING COSTS

Avg. Daily Lodging: \$103.94

Meals: B-\$6.85

L-\$13.10

D-\$25.92

PER DIEM

Total: \$145.66

Index: 96

TAX RATES

Meals: 7.75%

Lodging: 11.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Doubletree Hotel	Nashville	244-8200	\$99-134
Garden Plaza	Murfreesboro	895-5555	\$60-75
Guest Quarters	Nashville	889-8889	\$99-165
Hilton Suites-Brentwood	Brentwood	370-0111	\$96-106
Holiday Inn	Franklin	794-7591	\$50-65
Holiday Inn	Murfreesboro	896-2420	\$50-80
Holiday Inn Crowne Plaza	Nashville	259-2000	\$95-115
Loews Vanderbilt Plaza	Nashville	320-1700	\$105-145
Marriott Courtyard-Airport	Nashville	883-9500	\$72-82
Marriott Nashville	Nashville	889-9300	\$105-132
Maxwell House			
(a Clarion Hotel)	Nashville	259-4343	\$79-114
Opryland Hotel	Nashville	889-1000	\$149-179
Park Suites	Nashville	871-0033	\$104-119
Ramada Inn-Airport	Nashville	361-0102	\$42-65
Sheraton-Music City	Nashville	885-2200	\$99-150
Stouffer Nashville	Nashville	255-8400	\$129-159
Union Station	Nashville	726-1001	\$60-150

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Doubletree Hotel	Nashville	244-8200	\$59-109
Embassy Suites-Airport	Nashville	871-0033	\$85-109
Hyatt Regency	Nashville	259-1234	
Loews Vanderbilt Plaza	Nashville	320-1700	\$85-120
Marriott Nashville	Nashville	889-9300	
Maxwell House			
(a Clarion Hotel)	Nashville	259-4343	
Opryland Hotel	Nashville	889-1000	
Ramada Inn-Airport	Nashville	361-0102	\$34-42
Sheraton-Music City	Nashville	885-2200	\$79-120
Stouffer Nashville	Nashville	255-8400	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Arthur's	Nashville	255-1494	M-E
F Scott's	Nashville	269-5861	M
Julian's	Nashville	327-2412	M
Mario's	Nashville	327-3232	M
Maude's Courtyard	Nashville	320-0543	M
The Merchants	Nashville	254-1892	M
Sperry's	Nashville	353-0809	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. SE

Time: 15-45 min.

Taxi: \$13.00

Limo: \$8.00

DAILY AUTO RENTAL

Average Rate: \$40.00

NASSAU-SUFFOLK, N.Y.**VITAL STATISTICS**

Population: 2,616,200

Households: 858,500

Median Age: 35.1

Total EBI: \$53,772,777,000

Median Hshld. EBI: \$49,494

Total Retail Sales: \$26,160,167,000

Buying Power Index: 1,4095

Chamber of Commerce: 499-4400

Convention & Visitors Bureau:

800-441-4601/794-4222

Telephone Area Code: 516

MEAL & LODGING COSTS

Avg. Daily Lodging: \$130.00

Meals: B-\$8.44

L-\$13.19

D-\$25.64

PER DIEM

Total: \$177.27

Index: 116

TAX RATES

Meals: 8-8.5%

Lodgings: 13.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
East Norwich Inn	East Norwich	922-1500	\$105-120
Hampton Maid	Hampton Bays	728-4166	\$90-110
Hilton Huntington	Melville	845-1000	\$159-179
Island Inn	Westbury	228-9500	\$99-120
Marriott-Long Island	Uniondale	794-3800	\$155-185
Radisson Islandia	Hauppauge	232-3000	\$109-129

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Garden City Hotel	Garden City	747-3000	\$160-200
Harrison Conference Center	Glen Cove	671-6400	
Hilton Huntington	Melville	845-1000	
Marriott-Long Island	Uniondale	794-3800	\$80-140
Marriott Wind Watch Hotel	Hauppauge	232-9800	\$105-145
Montauk Yacht Club & Inn	Star Island	668-3100	\$69-185
Radisson Plaza Hotel	Melville	755-4000	
Sheraton Smithtown	Smithtown	231-1100	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Amato's	Amityville	598-2229	M-E
Arturo's	Bellerose	352-7418	M
Bryant & Cooper Steak House	Roslyn	627-7270	M
La Bussola Piccola	Westbury	333-1335	M
Cafe Girasole	East Norwich	624-8330	M
Capriccio	Jericho	931-2727	M-E
La Coquille	Manhasset	365-8422	M-E
Coyote Grill	Island Park	889-8009	M
Due Torri	Hauppauge	435-8664	M
L'Endroit	Roslyn	621-6630	M
George Washington Manor	Roslyn	621-1200	M
Georgia	Garden City	747-3056	M
John Peel	Westbury	228-8430	M
Lincoln Inn	Rockville Centre	536-6022	M
Maidstone Arms	East Hampton	324-5006	M
La Marmite	Williston Park	746-1243	M
La Mascotte	Commack	499-6446	M-E
Mill River Inn	Oyster Bay	922-7768	M-E
Nick & Toni's	East Hampton	324-3550	M
Orchid	Garden City	742-1116	M
La Pace	Glen Cove	671-2970	M
Riverview	Oakdale	589-2694	M
Ross' North Fork	Southold	765-2111	M
Sapore di Mare	Wainscott	537-2764	M-E
1770 House	East Hampton	324-1770	M-E
Steve's Pier 1	Bayville	628-2153	M
Veranda	Glen Cove	759-0394	M
Westbury Manor	Westbury	333-7117	M

AIRPORT-TO-CITY TRANSPORTATION

Distances: (Distances, times, and

Times: rates vary widely, depending

Taxi: on airport—JFK, LaGuardia, or

Limo: MacArthur—and destination.]

DAILY AUTO RENTAL

Average Rate: \$41.73

METRO MARKET PROFILES

NEW HAVEN-WATERBURY-MERIDEN, CONN.

VITAL STATISTICS

Population: 807,900
Households: 306,200
Median Age: 34.3
Total EBI: \$13,570,874,000
Median Hshld. EBI: \$34,699
Total Retail Sales: \$6,487,372,000
Buying Power Index: 3660
Chamber of Commerce: 787-6735/
757-0701/235-7901
Convention & Visitors Bureau:
800-937-6428/777-8550/597-9527
Telephone Area Code: 203

MEAL & LODGING COSTS

Avg. Daily Lodging: \$95.17
Meals: B-\$6.36
L-\$9.49
D-\$19.85
PER DIEM
Total: \$130.87
Index: 86
TAX RATES
Meals: 6.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Heritage Inn	Southbury	264-8200	\$110-125
Marriott Courtyard	Wallingford	284-9400	\$79-89
Ramada Inn	Meriden	238-2380	\$70-99

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Heritage Inn	Southbury	265-8200	
Park Plaza Hotel	New Haven	772-1700	\$65-85
Sheraton Waterbury	Waterbury	573-1001	\$60-85

RESTAURANTS**

NAME	CITY	PHONE	PRICE CODE
Casagrande's	Wallingford	265-4065	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3.5 mi. SE
Time: 15 min.
Taxi: \$3.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$41.67

NEW ORLEANS, LA.

VITAL STATISTICS

Population: 1,236,300
Households: 454,000
Median Age: 31.8
Total EBI: \$15,171,433,000
Median Hshld. EBI: \$25,409
Total Retail Sales: \$9,782,747,000
Buying Power Index: 4778
Chamber of Commerce: 527-6900
Convention & Visitors Bureau: 566-5040
Telephone Area Code: 504

MEAL & LODGING COSTS

Avg. Daily Lodging: \$143.64
Meals: B-\$7.61
L-\$11.98
D-\$24.91
PER DIEM
Total: \$188.14
Index: 123
TAX RATES
Meals: 9.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Clarion New Orleans	New Orleans	522-4500	\$95-151
Dauphine Orleans	(French Quarter)	586-1800	\$100-130
Fairmont Hotel	New Orleans	529-7111	\$125-195
Hilton Airport	Kenner	469-5000	\$98-129
Hilton Riverside & Towers	New Orleans	561-0500	\$165-205
Holiday Inn-Airport	Kenner	467-5611	\$65-91
Holiday Inn-Chateau le Moyne	(French Quarter)	581-1303	\$95-140
Holiday Inn Crowne Plaza	New Orleans	525-9444	\$100-160
Hyatt Regency	New Orleans	561-1234	\$155-175
Maison Dupuy	(French Quarter)	586-8000	\$105-150
Le Meridien	New Orleans	525-6500	\$150-240
Le Pavillon	New Orleans	581-3111	\$89-99
Pontchartrain	New Orleans	524-0581	\$125-180
Le Richelieu	(French Quarter)	529-2492	\$80-115
Royal Sonesta	(French Quarter)	586-0300	\$125-240
Sheraton New Orleans	New Orleans	525-2500	\$119-180
Westin Canal Place	New Orleans	566-7006	\$175-255
Windsor Court	New Orleans	523-6000	\$175-195

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Clarion New Orleans	New Orleans	522-4500	\$91-143
Doubletree Hotel	New Orleans	581-1300	\$92-150
Fairmont Hotel	New Orleans	529-7111	\$69-149
Hilton Airport	Kenner	469-5000	\$89-109
Hilton Riverside & Towers	New Orleans	561-0500	
Hotel Inter-Continental	New Orleans	525-5566	\$90-145
Hyatt Regency	New Orleans	561-1234	
Landmark Hotel	Metairie	888-9500	
Marriott New Orleans	New Orleans	581-1000	\$79-210
Meridien	New Orleans	525-6500	
Monteleone	(French Quarter)	523-3341	
Omni Royal Orleans	(French Quarter)	529-5333	

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Royal Sonesta Hotel	(French Quarter)	586-0300	\$120-225
Sheraton New Orleans	New Orleans	525-2500	
Westin Canal Place	New Orleans	566-7006	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Andrea's	Metairie	834-8583	M
*Antoine's	(French Quarter)	581-4422	M-E
*Arnaud's	(French Quarter)	523-5433	M-E
*Brennan's	(French Quarter)	525-9711	M-E
Brigsten's	New Orleans	861-7610	M
Broussard's	(French Quarter)	581-3866	M
Christian's	New Orleans	482-4924	M
*Commander's Palace	New Orleans	899-8221	M-E
*Court of Two Sisters	(French Quarter)	522-7261	M
Crozier's Restaurant Francois	Metairie	833-8108	M
Emeril's	New Orleans	528-9393	M
Gautreau's	New Orleans	899-7397	M
Grill Room	New Orleans	523-6000	M-E
*K-Paul's Louisiana Kitchen	(French Quarter)	542-7394	M-E
Moran's Riverside	(French Quarter)	529-1583	M
Mr. B.'s Bistro	(French Quarter)	523-2078	M
*Pascal's Manale	New Orleans	895-4877	M-E
La Provence	Lacombe	626-9598	M
Rib Room	(French Quarter)	529-7045	M
La Riviera	Metairie	886-6238	M
*Ruth's Chris Steak House	New Orleans	888-3600	M-E
Santa Fe	New Orleans	944-6854	M
Sczerac	New Orleans	529-7111	M-E
Trey Yuen	Mandeville	626-4476	M
The Veranda	New Orleans	525-5566	M
Versailles	New Orleans	524-2535	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 14 mi. W
Time: 30-40 min.
Taxi: \$18.00
Limo: \$7.00

DAILY AUTO RENTAL

Average Rate: \$45.25

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

NEW YORK, N.Y.

VITAL STATISTICS

Population: 8,592,100
Households: 3,270,500
Median Age: 34.1
Total EBI: \$137,187,875,000
Median Hshld. EBI: \$27,895
Total Retail Sales: \$49,319,353,000
Buying Power Index: 3.4639
Chamber of Commerce: 493-7400
Convention & Visitors Bureau: 484-1200
Telephone Area Code: 212 (Bronx Manhattan);
718 (Brooklyn & Queens)

MEAL & LODGING COSTS

Avg. Daily Lodging: \$227.50
Meals: B-\$11.86
L-\$18.98
D-\$36.53
PER DIEM
Total: \$294.87
Index: 194
TAX RATES
Meals: 8.25%
Lodging: 19.25%

HOTELS/MOTELS

NAME	BOROUGH	PHONE	RATES
Algonquin	Manhattan	840-6800	\$160-180
Beekman Towers	Manhattan	355-7300	\$190-220
Doral Court	Manhattan	685-1100	\$160-205
Doral Park Avenue	Manhattan	687-7050	\$165-215
Doral Tuscany	Manhattan	686-1600	\$195-220
Drake Swissotel	Manhattan	421-0900	\$215-270
Grand Hyatt	Manhattan	883-1234	\$210-280
Helmsley Park Lane	Manhattan	371-4000	\$195-285
Hilton & Towers-Rockefeller Center	Manhattan	586-7000	\$210-275
Holiday Inn Crowne Plaza-LaGuardia	Queens	457-6300	\$150-200
Hotel Inter-Continental	Manhattan	755-5900	\$195-275
Hotel Macklowe	Manhattan	768-4400	\$190-210
The Mark	Manhattan	744-4300	\$250-295
Marriott Financial Center	Manhattan	385-4900	\$225-245
Marriott LaGuardia	Queens	565-8900	\$165-175
Marriott Marquis	Manhattan	398-1900	\$220-270
Morgans	Manhattan	686-0300	\$160-235
New York Helmsley	Manhattan	490-8900	\$180-255
Omni Berkshire Place	Manhattan	753-5800	\$220-275
The Paramount	Manhattan	764-5500	\$90-190
Rhigo Royal Hotel	Manhattan	307-5000	\$260-390
Ritz-Carlton	Manhattan	757-1900	\$190-370
The Royalton	Manhattan	869-4400	\$195-370
Shelburne Murray Hill	Manhattan	689-5200	\$175-350
Sheraton Park Avenue	Manhattan	685-7676	\$195-285
Westbury	Manhattan	535-2000	\$240-290

MEETING SITES/CONFERENCE CENTERS

NAME	BOROUGH	PHONE	GROUP RATES
Crowne Plaza Manhattan	Manhattan	977-4000	\$125-195
Doral Inn	Manhattan	755-1200	
Drake Swissôtel	Manhattan	421-0900	\$145-265
Grand Hyatt	Manhattan	883-1234	\$150-230
Hilton & Towers			
Rockefeller Center	Manhattan	586-7000	
Holiday Inn/JFK Airport	Queens	659-0200	\$99-130
Holiday Inn Crowne Plaza-LaGuardia	Queens	457-6300	
Hotel Inter-Continental	Manhattan	755-5900	\$180-255
Hotel Macklowe	Manhattan	768-4400	
Loews Summit	Manhattan	752-7000	\$99-184
Marriott East Side	Manhattan	755-4000	\$140-195
Marriott LaGuardia	Queens	565-8900	
Marriott Marquis	Manhattan	398-1900	
Nikko Essex House	Manhattan	247-0300	
Omni Park Central	Manhattan	247-8000	
Pennsylvania Hotel	Manhattan	736-5000	
The Plaza	Manhattan	759-3000	
Plaza/JFK Airport	Queens	659-6000	
Rhiga Royal Hotel	Manhattan	307-5000	\$225-405
Roosevelt Hotel	Manhattan	661-9600	\$85-115
Sheraton Hotel & Towers	Manhattan	581-1000	
Sheraton Manhattan	Manhattan	581-3300	\$135-165
Vista Hotel	Manhattan	938-9100	\$100-245
Waldorf Astoria	Manhattan	355-3000	\$225-375

RESTAURANTS

NAME	BOROUGH	PHONE	PRICE CODE
Adrienne	Manhattan	247-2200	M
Alison on Dominick Street	Manhattan	727-1188	M
Ambassador Grill	Manhattan	702-5014	M
Amerigo's	Bronx	792-3600	M
An American Place	Manhattan	684-2122	M
Aquavit	Manhattan	307-7311	ME
Arcadia	Manhattan	223-2900	ME
Arqua	Manhattan	334-1888	M
Auntie Yuan	Manhattan	744-4040	ME
Aureole	Manhattan	319-1660	M
Le Bernardin	Manhattan	489-1515	E
Bouley	Manhattan	608-3852	E
Box Tree	Manhattan	758-8320	E
Bull & Bear	Manhattan	872-4900	M
Cafe Des Artistes	Manhattan	877-3500	M
Cafe Pierre	Manhattan	940-8185	ME
Capsouto Freres	Manhattan	966-4900	M
La Caravelle	Manhattan	586-4252	ME
Carlyle Restaurant	Manhattan	744-1600	M
The Cellar in the Sky	Manhattan	938-1111	E
Chanterelle	Manhattan	966-6960	E
Le Chantilly	Manhattan	751-2931	ME
Chin Chin	Manhattan	888-4555	M
*Christ Cella	Manhattan	697-2479	E
Le Cirque	Manhattan	794-9292	ME
La Cité	Manhattan	586-4252	M
Coach House	Manhattan	777-0303	ME
La Colonie D'or	Manhattan	689-0666	M
La Cote Basque	Manhattan	688-6525	E
Le Cygne	Manhattan	759-5941	E
Edwardian Room	Manhattan	546-5310	ME
Felidia	Manhattan	758-1479	M
540 Park	Manhattan	759-4100	M
*The Four Seasons	Manhattan	754-9494	ME
*Gallagher's Steak House	Manhattan	245-5336	ME
Girolo	Manhattan	752-3054	M
Gotham Bar & Grill	Manhattan	620-4020	M
Hudson River Club	Manhattan	786-1500	ME
Jockey Club	Manhattan	757-1900	ME
Laurent	Manhattan	753-2729	M
Lutèce	Manhattan	752-2225	E
Manhattan Ocean Club	Manhattan	371-7777	M
Michael's	Manhattan	767-0555	M
Mitsukoshi	Manhattan	935-6444	ME
Mon Cher Ton Ton	Manhattan	223-7575	E
Mondrian	Manhattan	935-3434	E
Il Monello	Manhattan	535-9310	M
Montrachet	Manhattan	219-2777	ME
Il Nido	Manhattan	753-8450	ME
One If By Land	Manhattan	228-0822	M
*The Oyster Bar at Grand Central Station	Manhattan	490-6650	M
Palio	Manhattan	245-4850	ME
*The Palm	Manhattan	687-2953	M
Palm Court	Manhattan	546-5350	M
Parioli Romanissimo	Manhattan	288-2391	ME
Park Side	Queens	271-9274	M
Le Perigord	Manhattan	755-6244	E
*Peter Luger's	Brooklyn	387-7400	ME
Petrossian	Manhattan	245-2214	E

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Piccola Venezia	Queens	721-8470	ME
Polo	Manhattan	535-9141	ME
Post House	Manhattan	935-2888	M
Primavera	Manhattan	861-8608	M
Rainbow Room	Manhattan	632-5000	ME
Raoul's Brasserie	Manhattan	929-1630	M
Raphael	Manhattan	582-8993	M
Le Refuge	Manhattan	861-4505	M
Le Regence	Manhattan	606-4647	E
Remi	Manhattan	581-4242	M
Rendez-Vous	Manhattan	753-5970	M
Rene Pujol	Manhattan	246-3023	M
La Reserve	Manhattan	247-2993	E
Restaurant Lafayette	Manhattan	832-1565	E
The River Cafe	Brooklyn	522-5200	ME
*Russian Tea Room	Manhattan	265-0947	ME
San Domenico	Manhattan	265-5959	ME
Sea Grill	Manhattan	246-9201	ME
Shun Lee	Manhattan	595-8895	M
Sign of the Dove	Manhattan	861-8080	E
*Smith & Wollensky	Manhattan	753-1530	M
Sparks Steak House	Manhattan	687-4855	M
The Stanhope Dining Room	Manhattan	288-5800	M
Shun Lee Palace	Manhattan	371-8844	M
*Tavern on the Green	Manhattan	873-3200	M
The Terrace	Manhattan	666-9490	M
Time & Again	Manhattan	685-8887	M
Tre Scalini	Manhattan	688-6888	M
Le Trianon	Manhattan	888-7000	ME
21 Club	Manhattan	582-7200	ME
Union Square Cafe	Manhattan	243-4020	M
The View	Manhattan	704-8900	M
Water's Edge	Queens	482-0033	ME
*Windows on the World	Manhattan	938-1111	ME

AIRPORT-TO-CITY TRANSPORTATION

Distance: Kennedy-15 mi. SE
LaGuardia-8 mi. NE
Newark-16 mi. SW

Time: Kennedy-35-60 min.
LaGuardia-20-40 min.
Newark-30-45 min.

Taxi: Kennedy-\$27.00
LaGuardia-\$17.00
Newark-\$28.50

Limo: Kennedy-\$11.00
LaGuardia-\$8.50
Newark-\$7.00

DAILY AUTO RENTAL

Average Rate: \$78.00

Notes: New York City is divided into five boroughs—the Bronx, Brooklyn, Manhattan, Queens, and Staten Island. Listings of Hotels/Motels, Meeting Sites/Conference Centers, and Restaurants are followed by the appropriate borough. In the Restaurant listings an asterisk (*) indicates a 1991 S&AMW BEDA (Business Executives' Dining Award) winner.

NEWARK, N.J.

VITAL STATISTICS

Population: 1,822,700
Households: 651,400
Median Age: 34.5
Total EBI: \$34,974,284,000
Median Hshld. EBI: \$40,296
Total Retail Sales: \$13,633,002,000
Buying Power Index: 8715
Chamber of Commerce: 242-6237
Convention & Visitors Bureau: 622-7066
Telephone Area Code: 201, 908 (Elizabeth)

MEAL & LODGING COSTS

Avg. Daily Lodging: \$139.00
Meals: \$-7.00
L-\$9.72
D-\$25.92
PER DIEM
Total: \$181.64
Index: 119
TAX RATES
Meals: 7.0%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Parsippany	334-1400	\$129-159
Governor Morris Hotel & Conference Center	Morristown	539-7300	\$125-155
Headquarters Plaza	Morristown	898-9100	\$135-165
Hilton Gateway & Towers	Newark	622-5000	\$119-165
Hilton Parsippany	Parsippany	267-7373	\$135-185
Madison Hotel	Convent Station	285-1800	\$140-160
Marriott Courtyard	Newark	643-8500	\$99-109
Marriott Hanover	Whippany	538-8811	\$69-160
Marriott Newark Airport	Newark	623-0006	\$159-184
Radisson-Airport	Newark	690-5500	\$139-170
Sheraton Hotel	Mount Arlington	770-2000	\$86-110
Sheraton Tara	Parsippany	515-2000	\$120-160
Vista-Airport	Elizabeth	351-3900	\$109-169

METRO MARKET PROFILES

NEWARK, N.J. (cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton at Short Hills	Short Hills	379-0100	\$145-200
Hilton Gateway & Towers	Newark	622-5000	
Holiday Inn-Jetport	Elizabeth	355-1700	
Holiday Inn-North	Newark	589-1000	\$63-93
Marriott Newark Airport	Newark	623-0006	
Radisson-Airport	Newark	690-5500	\$75-149
Sheraton Newark Airport	Elizabeth	527-1600	
Visto-Airport	Elizabeth	351-3900	\$125-165

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
L'Alfibre	Mountainside	232-4454	M
Le Delice	Whippany	884-2727	ME
The Dining Room	Short Hills	379-0100	E
40 Main Street	Millburn	376-4444	ME
Highlawn Pavilion	West Orange	731-3463	M
Jewelllyn Farms	Morris Plains	538-4323	M
*The Manor	West Orange	731-2360	ME
*Spanish Tower	Newark	589-9551	
Tower Steak House	Mountainside	233-5542	M
Villa D'Este	Cedar Grove	256-1900	ME

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. S

Time: 15 min.

Taxi: \$12.00

Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$54.75

Note: An asterisk(*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Patrick Henry Inn	Williamsburg	229-9450	
Cavalier Resort Hotel	Virginia Beach	425-8555	\$50-110
Chamberlin Hotel	Fort Monroe	723-6511	
Colonial Williamsburg Inn	Williamsburg	220-7600	
Fort Magruder Inn & Conference Center	Williamsburg	220-2250	\$45-105
Founders Inn	Virginia Beach	424-5511	
Hampton Coliseum	Hampton	838-5650	\$55-85
Hilton Airport	Norfolk	466-8000	\$50-85
Hilton & National Conference Center	Williamsburg	220-3500	\$70-138
Holiday Inn Executive Center	Virginia Beach	499-4400	
Holiday Inn Waterside	Norfolk	627-5555	\$45-75
Kingsmill Resort & Conference Center	Williamsburg	253-1703	
Marriott Waterside	Norfolk	627-4200	
Omni International	Norfolk	622-6664	
Omni Newport News	Newport News	873-6664	\$50-85
Radisson Virginia Beach	Virginia Beach	422-8900	\$39-110
Sheraton Inn	Virginia Beach	425-9000	\$39-155
Virginia Beach Resort & Conference Center	Virginia Beach	481-9000	\$50-116
Williamsburg Hospitality House	Williamsburg	229-4020	\$50-130

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Le Chambord	Virginia Beach	498-1234	M
Le Charlier	Norfolk	623-7202	M
Ford's Colony Country Club	Williamsburg	565-4100	M
Lockhart's Seafood Restaurant	Norfolk	588-0405	M
Regency Room	Williamsburg	229-2141	M
Ship's Cabin	Norfolk	480-2526	M
Le Yaca	Williamsburg	220-3616	ME

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6 mi. NE

Time: 15-25 min.

Taxi: \$15.00

Limo: \$7.50

DAILY AUTO RENTAL

Average Rate: \$44.25

NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA.

VITAL STATISTICS

Population: 1,419,400

Households: 502,200

Median Age: 29.9

Total EBI: \$18,355,870,000

Median Hshld. EBI: \$27,790

Total Retail Sales: \$10,395,293,000

Buying Power Index: 5479

Chamber of Commerce: 622-2312/

490-1221/766-2000

Convention & Visitors Bureau:

800-368-3097/441-5266/437-4700/

722-1222

Telephone Area Code: 804

MEAL & LODGING COSTS

Avg. Daily Lodging: \$98.13

Meals: B-\$5.60

L-\$7.79

D-\$20.71

PER DIEM

Total: \$132.23

Index: 87

TAX RATES

Meals: 4.5%

Lodging: 9.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Cavalier Resort Hotel	Virginia Beach	425-8555	\$80-150
Fort Magruder Inn & Conference Center	Williamsburg	220-2250	\$64-112
Hilton Airport	Norfolk	466-8000	\$75-129
Hilton Inn	Virginia Beach	428-8935	\$126-149
Hilton Inn	Williamsburg	220-2500	\$83-138
Holiday Inn-Chesapeake	Chesapeake	523-1500	\$66-78
Holiday Inn-Downtown	Williamsburg	229-0200	\$99-104
Holiday Inn-Hampton	Hampton	838-0200	\$68-78
Holiday Inn-Newport News	Newport News	826-4500	\$52-74
Holiday Inn-Waterfront	Portsmouth	393-2573	\$70-87
Holiday Inn Executive Center	Virginia Beach	499-4400	\$70-86
Holiday Inn on the Ocean	Virginia Beach	428-1711	\$45-130
Marriott Courtyard	Hampton	838-3300	\$64-74
Marriott Courtyard	Virginia Beach	490-2002	\$70-80
Omni International	Norfolk	622-6664	\$89-154
Omni Newport News	Newport News	873-6664	\$89-99
Omni Virginia Beach	Virginia Beach	473-1700	\$99-109
Radisson Hampton	Hampton	727-9700	\$78-109
Radisson Virginia Beach	Virginia Beach	422-8900	\$68-125
Ramada Inn-Newport News	Newport News	599-4460	\$45-65
Ramada Oceanside Tower	Virginia Beach	428-7025	\$105-130
Virginia Beach Resort & Conference Center	Virginia Beach	481-9000	\$119-224
Williamsburg Hospitality House	Williamsburg	229-4020	\$109-119
Williamsburg Lodge	Williamsburg	229-1000	\$95-179

OAKLAND, CAL.

VITAL STATISTICS

Population: 2,111,700

Households: 790,900

Median Age: 33.3

Total EBI: \$38,360,531,000

Median Hshld. EBI: \$38,096

Total Retail Sales: \$16,201,188,000

Buying Power Index: 9854

Chamber of Commerce: 874-4800

Convention & Visitors Bureau:

800-202-5526/839-9000

Telephone Area Code: 510

MEAL & LODGING COSTS

Avg. Daily Lodging: \$119.87

Meals: B-\$7.79

L-\$13.13

D-\$21.03

PER DIEM

Total: \$161.92

Index: 106

TAX RATES

Meals: 8.25%

Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western-Lafayette Park	Lafayette	283-3700	\$125-175
Claremont Resort Hotel	Oakland	843-3000	\$165-250
Hilton at the Club	Pleasanton	463-8000	\$60-100
Hilton Coward	Concord	827-2000	\$94-140
Hilton Newark/Fremont	Newark	490-8390	\$88-119
Hilton Oakland Airport	Oakland	635-5000	\$105-145
Holiday Inn-Pleasanton	Pleasanton	847-6000	\$76-105
Lake Merritt Hotel	Oakland	832-2300	\$79-149
Marriott Berkeley Marina	Berkeley	548-7920	\$155-165
Marriott Courtyard	Fremont	656-1800	\$72-82
Marriott Courtyard	Pleasanton	463-1414	\$79-89
Marriott San Ramon	San Ramon	867-9200	\$121-131
Parc Oakland Hotel	Oakland	451-4000	\$105-150
Sheraton Hotel & Conference Center	Concord	825-7700	\$80-135
Sheraton Inn	Pleasanton	460-8800	\$80-110
Waterfront Plaza	Oakland	836-3800	\$135-175

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Claremont Resort Hotel	Oakland	843-3000	
Clarion Oakland Airport	Oakland	562-6100	\$60-129
Doubletree Hotel	Walnut Creek	934-2000	\$85-115
Hilton at the Club	Pleasanton	463-8000	\$79-129
Hilton Concord	Concord	827-2000	\$59-111
Hilton Newark/Fremont	Newark	490-8390	\$67-114
Hilton Oakland Airport	Oakland	635-5000	\$95-120
Holiday Inn-Concord	Concord	687-5500	\$45-85
Marriott Berkeley Marina	Berkeley	548-7920	\$85-115
Sheraton Hotel & Conference Center	Concord	825-7700	\$60-95
Sheraton Inn	Pleasanton	460-8800	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Chez Panisse	Berkeley	548-5525	M
Chef Paul's	Oakland	547-2175	ME
Pandanus	Concord	827-2000	M
Restaurant Metropole	Berkeley	848-3080	M
Rue de Main	Hayward	537-0812	M
Santa Fe Bar & Grill	Berkeley	841-4740	M
Trader Vic's	Emeryville	653-3400	M
Wente Bros. Wine Cellars	Livermore	447-3696	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 11 mi. SE

Time: 35-45 min.

Taxi: \$16.50

Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$39.75

OKLAHOMA CITY, OKLA.**VITAL STATISTICS**

Population: 962,100

Households: 369,000

Median Age: 32.0

Total EBI: \$11,560,705,000

Median Hshld. EBI: \$23,803

Total Retail Sales: \$7,262,762,000

Buying Power Index: 3662

Chamber of Commerce: 278-8900

Convention & Visitors Bureau:

800-225-5652/278-8912

Telephone Area Code: 405

MEAL & LODGING COSTS

Avg. Daily Lodging: \$79.50

Meals: B-\$5.78

L-\$9.84

D-\$20.71

PER DIEM

Total: \$115.83

Index: 7%

TAX RATES

Meals: 7.38%

Lodging: 9.38%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Saddleback Inn	Oklahoma City	947-7000	\$54-61
Embassy Suites	Oklahoma City	682-6000	\$84-110
Hilton West	Oklahoma City	947-7681	\$54-84
Holiday Inn-Airport West	Oklahoma City	942-8511	\$55-76
Marriott Courtyard	Oklahoma City	946-6500	\$65-75
Marriott Oklahoma City	Oklahoma City	842-6633	\$115-135
Sheraton Norman	Norman	364-2882	\$55-90

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Northwest	Oklahoma City	848-4811	\$55-109
Hilton West	Oklahoma City	947-7681	\$46-66
Holiday Inn-Airport West	Oklahoma City	942-8511	
Lincoln Plaza Hotel & Conference Center	Oklahoma City	528-2741	\$65-85
Marriott Oklahoma City	Oklahoma City	842-6633	
Waterford Hotel	Oklahoma City	848-4782	\$79-85

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Eagle's Nest	Oklahoma City	840-5655	M
Eddy's of Oklahoma City	Oklahoma City	787-2944	M
Luciano's	Norman	366-1800	M
Michael's Supper Club	Oklahoma City	842-5464	ME
Waterford	Oklahoma City	848-4782	ME

AIRPORT-TO-CITY TRANSPORTATION

Distance: 11 mi. SW

Time: 20 min.

Taxi: \$12.00

Limo: \$6.00

DAILY AUTO RENTAL

Average Rate: \$45.50

OMAHA, NEB.**VITAL STATISTICS**

Population: 621,300

Households: 233,600

Median Age: 31.6

Total EBI: \$9,527,428,000

Median Hshld. EBI: \$31,166

Total Retail Sales: \$4,700,401,000

Buying Power Index: 2635

Chamber of Commerce: 346-5000

Convention & Visitors Bureau:

800-332-1819/444-4660

Telephone Area Code: 402

MEAL & LODGING COSTS

Avg. Daily Lodging: \$100.83

Meals: B-\$5.22

L-\$9.40

D-\$14.31

PER DIEM

Total: \$129.86

Index: 85

TAX RATES

Meals: 6.5%

Lodging: 11.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western New Tower	Omaha	393-5500	\$44-57
Embassy Suites	Omaha	397-5141	\$99-109
Marriott Omaha	Omaha	399-9000	\$108-130
Radisson Omaha	Omaha	342-1500	\$118-225
Ramada Central	Omaha	397-7030	\$70-80
Red Lion Inn	Omaha	346-7600	\$99-124
Sheraton Inn-Southwest	Omaha	895-1000	\$60-90

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-Central	Omaha	393-3950	\$50-74
Marriott Omaha	Omaha	399-9000	\$60-102
Red Lion Inn	Omaha	346-7600	\$60-110

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Aquarium	Omaha	392-0777	M
Le Cafe de Paris	Omaha	344-0227	ME
Di Coppia	Omaha	392-2807	M
French Cafe	Omaha	341-3547	M
Imperial Palace	Omaha	330-3888	M
Maxine's	Omaha	346-7600	ME
Neon Goose	Omaha	341-2063	M
Salvatore's	Omaha	553-1976	M
La Strada	Omaha	397-8389	ME

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. NE

Time: 5-10 min.

Taxi: \$5.50

Limo: \$5.50

DAILY AUTO RENTAL

Average Rate: \$47.50

ORLANDO, FLA.**VITAL STATISTICS**

Population: 1,104,800

Households: 414,100

Median Age: 32.3

Total EBI: \$15,279,293,000

Median Hshld. EBI: \$28,067

Total Retail Sales: \$9,895,768,000

Buying Power Index: 4708

Chamber of Commerce: 425-1234

Convention & Visitors Bureau: 363-5800

Telephone Area Code: 407

MEAL & LODGING COSTS

Avg. Daily Lodging: \$135.36

Meals: B-\$7.67

L-\$12.20

D-\$22.42

PER DIEM

Total: \$177.65

Index: 117

TAX RATES

Meals: 6.0%

Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Mount Vernon Inn	Winter Park	647-1166	\$67-86
Buena Vista Palace	Lake Buena Vista	827-2727	\$145-240
Delta Orlando Resort	Orlando	351-3340	\$140-160
Embassy Suites Resort	Lake Buena Vista	239-1144	\$185-225
The Enclave	Orlando	351-1330	\$99-160
Grosvenor Resort	Lake Buena Vista	828-4444	\$110-175
Guest Quarters Suite Resort	Lake Buena Vista	934-1000	\$200-280
Hilton & Towers	Altamonte Springs	830-1985	\$124-139
Hilton at Walt Disney World	Lake Buena Vista	827-4000	\$155-230
Holiday Inn-Lake Buena Vista	Lake Buena Vista	239-4500	\$106-138
Holiday Inn-University	Orlando	275-9000	\$75-95
Hyatt Orlando	Kissimmee	396-1234	\$89-119
Marriott Courtyard	Orlando	240-7200	\$92-102
Marriott Orlando	Orlando	351-2420	\$100-130
Marriott Orlando Airport	Orlando	851-9000	\$99-162
Omni International	Orlando	843-6664	\$140-175
Park Plaza Hotel	Winter Park	647-1072	\$75-135
Park Suite Hotel	Altamonte Springs	834-2400	\$125-170
Park Suite Hotel	Orlando	352-1400	\$115-155
Penta Hotel	Orlando	240-1000	\$110-130
Quality Inn-North	Longwood	862-4000	\$48-68
Radisson Inn Maingate	Kissimmee	396-1400	\$65-95

METRO MARKET PROFILES

ORLANDO, FLA. (cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Radisson Plaza	Orlando	425-4455	\$145-160
Ramada Maingate East	Kissimmee	396-7000	\$82-105
Sheraton Orlando North	Orlando	660-9000	\$115-125
Sheraton World Resort	Orlando	352-1100	\$90-135
Sonesta Village	Orlando	352-8051	\$135-265
Stouffer Orlando	Orlando	351-5555	\$175-215

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Buena Vista Palace	Lake Buena Vista	827-2727	
Clarion Plaza Hotel	Orlando	352-9700	
Delta Orlando Resort	Orlando	351-3340	\$65-105
Disney Contemporary Resort	Lake Buena Vista	824-1000	\$180-250
Disney Grand Floridian	Lake Buena Vista	824-3000	\$220-415
Disney Village Resort & Conference Center	Lake Buena Vista	827-1100	\$175-800
Disney Yacht & Beach Club Resort	Lake Buena Vista	934-7000	\$195-355
Embassy Suites Resort	Altamonte Springs	834-2400	\$109-129
Grosvenor Resort	Lake Buena Vista	828-4444	\$90-150
Hilton & Towers	Altamonte Springs	830-1985	\$79-144
Hilton at Walt Disney World	Lake Buena Vista	827-4000	\$149-269
Holiday Inn-International Dr.	Orlando	351-3500	\$55-95
Hyatt Orlando	Kissimmee	396-1234	\$69-125
Hyatt Regency-Grand Cypress	Lake Buena Vista	239-1234	\$155-260
Marriott Orlando	Orlando	351-2420	\$59-120
Marriott Orlando Airport	Orlando	851-9000	\$90-140
Marriott Orlando World Center	Lake Buena Vista	239-4200	\$150-190
Mission Inn Resort	Howey in the Hills	324-3101	\$85-390
Omni International	Orlando	843-6664	\$70-140
Peabody Orlando	Orlando	352-4000	
Quality Hotel-Airport	Orlando	859-2711	\$59-99
Radisson Plaza	Orlando	425-4455	\$62-105
Ramada Hotel	Orlando	351-4600	\$60-68
Royal Plaza Hotel	Lake Buena Vista	828-2828	\$75-130
Sheraton Orlando North	Orlando	660-9000	\$75-105
Sheraton Plaza	Orlando	859-1500	\$85-135
Sheraton World Resort	Orlando	352-1100	\$70-125
Stouffer Orlando	Orlando	351-5555	\$110-200
Twin Towers Hotel & Convention Center	Orlando	351-1000	
Walt Disney World Dolphin	Lake Buena Vista	934-4000	\$130-240
Walt Disney World Swan	Lake Buena Vista	934-3000	\$140-205

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Arthur's 27	Lake Buena Vista	827-2727	ME
Caruso's Place	Orlando	363-7110	ME
Enzo's	Longwood	834-9872	M
Fisherman's Deck	Lake Buena Vista	828-3900	M
Hemingway's	Orlando	239-1239	M
Jordan's Grove	Maitland	628-0020	M
Maison & Jardin	Altamonte Springs	862-4410	ME
La Normandie	Orlando	896-9976	M
Papeete Bay Verandah	Lake Buena Vista	824-1391	M
Park Plaza Gardens	Winter Park	645-2475	M
Regent Court	Lake Buena Vista	239-4200	M
Siam Orchid	Orlando	351-0821	M
Top of the World	Lake Buena Vista	824-3950	ME
Victoria & Albert's	Lake Buena Vista	824-2283	E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 12 mi. SE

Time: 20 min.

Taxi: \$18.50

Limousine: \$10.00

DAILY AUTO RENTAL

Average Rate: \$28.75

OXNARD-VENTURA, CAL.

VITAL STATISTICS

Population: 680,700
Households: 221,200
Median Age: 31.7
Total EBI: \$11,154,339,000
Median Household EBI: \$40,320
Total Retail Sales: \$5,393,117,000
Buying Power Index: 3031
Chamber of Commerce: 485-5255/648-2875
Convention & Visitors Bureau: 485-8833/648-2075
Telephone Area Code: 805

MEAL & LODGING COSTS

Avg. Daily Lodging: \$101.27
Meals: B-\$7.29
L-\$9.92
D-\$18.08
PER DIEM
Total: \$136.56
Index: 90
TAX RATES
Meals: 6.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Clarion	Simi Valley	584-6300	\$68-98
Clarion Corra Clocktower Inn	Ventura	652-0141	\$70-100
Country Inn	Camarillo	983-7171	\$72-80
Country Inn	Ventura	653-1434	\$79-99
Country Inn at Port Hueneme	Port Hueneme	986-5353	\$75-85
Doubletree Hotel	Ventura	643-6000	\$89-119
Hilton Financial Plaza	Oxnard	485-9666	\$70-110
Holiday Inn-Thousand Oaks	Thousand Oaks	498-6733	\$49-75
Hyatt Westlake Plaza	Westlake Village	497-9991	\$115-155
Mandalay Beach Resort	Oxnard	984-2500	\$135-270
Radisson Suite Hotel	Oxnard	988-0130	\$85-130

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Casa Sirena Marina Resort	Oxnard	985-6311	
Doubletree Hotel	Ventura	643-6000	\$69-99
Harbortown Marina Resort	Ventura	658-1212	\$65-95
Mandalay Beach Resort	Oxnard	984-2500	\$115-270

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
L'Auberge	Ojai	646-2288	M
Ranch House	Ojai	646-2360	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 1 mi. S

Time: 5 min.

Taxi: \$6.50

Limousine: \$40.00

DAILY AUTO RENTAL

Average Rate: \$32.33

PHILADELPHIA, PA.

VITAL STATISTICS

Population: 4,886,900
Households: 1,788,400
Median Age: 33.8
Total EBI: \$78,042,167,000
Median Household EBI: \$33,277
Total Retail Sales: \$36,033,312,000
Buying Power Index: 2,1031
Chamber of Commerce: 972-3998
Convention & Visitors Bureau: 800-CALPHIL/636-3300
Telephone Area Code: 215 (Pennsylvania); 609 (New Jersey)

MEAL & LODGING COSTS

Avg. Daily Lodging: \$124.80
Meals: B-\$8.48
L-\$11.58
D-\$25.43
PER DIEM
Total: \$170.29
Index: 112
TAX RATES
Meals: 7.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	Philadelphia	581-5000	\$132-164
Cherry Hill Inn	Cherry Hill, NJ	662-7200	\$65-72
Guest Quarters-Airport	Philadelphia	365-6600	\$165-185
Guest Quarters-Plymouth Meeting	Plymouth Meeting	834-8300	\$150-190
Guest Quarters-Wayne	Wayne	647-6700	\$140-160
Hilton Mount Laurel	Mount Laurel, NJ	234-7300	\$89-129
Holiday Inn-Treves	Treves	364-2000	\$114-121
Hyatt Cherry Hill	Cherry Hill, NJ	662-1234	\$110-165
Independence Park Inn	Philadelphia	922-4443	\$85-130
Marriott Courtyard	Wayne	687-6633	\$88-98
Marriott Courtyard-Drummers Lane	Willow Grove	830-0550	\$82-92
Marriott Philadelphia Airport	Wayne	687-6700	\$68-95
Mendenhall Hotel	Philadelphia	365-4150	\$135-145
Plaza Hotel Valley Forge	Mendenhall	388-2100	\$79-89
Radisson Suites	King of Prussia	265-1500	\$115-135
St. David's Inn	Philadelphia	963-2222	\$130
Sheraton Poste Inn	St. David's	688-5800	\$79-105
Sheraton Society Hill	Cherry Hill, NJ	428-2300	\$83-110
Stouffer's Valley Forge	Philadelphia	238-6000	\$135-200
The Warwick	King of Prussia	337-1800	\$120-160
Wyndham Franklin Plaza	Philadelphia	735-6000	\$120-155
		448-2000	\$150-190

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark	Philadelphia	581-5000	\$89-115
Barclay Hotel	Philadelphia	545-0300	
Cherry Hill Inn	Cherry Hill, NJ	662-7200	\$59-80
Eagle Lodge	Lafayette Hills	825-8000	\$125-445
Embassy Suites-Airport	Philadelphia	365-4500	\$79-144
Four Seasons Hotel	Philadelphia	963-1500	
Gregg Conference Center	Bryn Mawr	526-1208	\$150-198
Guest Quarters-Airport	Philadelphia	365-6600	

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Guest Quarters			
Plymouth Meeting	Plymouth Meeting	834-8300	\$85-150
Guest Quarters-Wayne	Wayne	647-6700	\$89-145
Hilton-Great Valley	Malvern	296-9800	\$65-100
Hilton-Philadelphia Airport	Philadelphia	755-9500	\$90-125
Hilton-Valley Forge	King of Prussia	337-1200	
Hilton & Towers	Philadelphia	893-1600	\$110-150
Holiday Inn-Center City	Philadelphia	561-7500	\$80-113
Holiday Inn-City Line	Philadelphia	477-0200	
Holiday Inn-King of Prussia	King of Prussia	265-7500	\$63-105
Hyatt Cherry Hill	Cherry Hill, NJ	662-1234	\$75-145
Marriott Philadelphia Airport	Philadelphia	365-4150	\$65-120
Penn Tower Hotel	Philadelphia	387-8333	\$70-140
Radisson Philadelphia Airport	Philadelphia	521-5900	\$119-149
Ramada Hotel & Conference Center	Trevese	638-8300	\$79-95
Ramada Inn Airport	Essington	521-9600	\$80-85
Sheraton Hotel & Convention Center	King of Prussia	337-1800	
Sheraton Society Hill	Philadelphia	238-6000	
Sheraton University City	Philadelphia	387-8000	\$100-110
Stouffer's Valley Forge	King of Prussia	337-1800	
Temple Univ. Executive Conf. Center	Philadelphia	242-9100	\$165-199
Travelodge Hotel	Mount Laurel, NJ	234-7000	
Wyndham Franklin Plaza	Philadelphia	448-2000	\$60-155

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Le Bec Fin	Philadelphia	567-1000	E
*Bookbinder's Seafood House	Philadelphia	545-1137	M
Cafe Airtelle	Doylestown	345-5930	M
Conti Inn	Doylestown	348-9600	M
Country House at Kimberlin	Kimberton	933-8148	M
Coventry Forge Inn	Pottstown	469-6222	ME
Deja Vu	Philadelphia	546-1190	ME
Deux Cheminées	Philadelphia	790-0200	E
Di Lullo	Philadelphia	725-6000	M
Di Lullo's Centro	Philadelphia	546-2000	M
Dickens Inn	Philadelphia	928-9307	M
Dixwathtown Inn	West Chester	399-1390	M
The Dining Room	Philadelphia	563-1600	ME
La Famiglia	Philadelphia	922-2803	M
Fountain	Philadelphia	963-1500	ME
La Fourchette	Wayne	687-8333	M
Il Gallo Nero	Philadelphia	546-8065	M
Garden	Philadelphia	546-4455	M
Harry's Bar & Grill	Philadelphia	561-5757	M
Kennedy-Supplee Mansion	King of Prussia	337-3777	M
Mendenhall Inn	Mendenhall	388-1181	M
Monte Carlo Living Room	Philadelphia	925-2220	ME
*Old Original Bookbinder's	Philadelphia	925-7027	ME
Restaurant 210	Philadelphia	790-2534	ME
Sign of the Sorel Horse	Quakertown	536-4651	M
Stratford Inn	Wayne	964-1116	M
Taquet	Radnor	293-9411	M
La Truffe	Philadelphia	925-5062	M
Village Auberge	Wayne	687-2840	M
William Penn Inn	Gwynedd Valley	699-9272	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. SW

Time: 15-30 min.

Taxi: \$19.00

Limoc: \$8.00

Notes: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

PHOENIX, ARIZ.

VITAL STATISTICS

Population: 2,169,700

Households: 826,000

Median Age: 32.2

Total EBI: \$30,177,804,000

Median Household EBI: \$28,778

Total Retail Sales: \$16,652,405,000

Buying Power Index: 8806

Chamber of Commerce: 254-5521

Convention & Visitors Bureau:

800-535-8898/254-6500

Telephone Area Code: 602

MEAL & LODGING COSTS

Avg. Daily Lodging: \$137.09

Meals: B-\$6.70

L-\$8.52

D-\$17.10

PER DIEM

Total: \$169.41

Index: 111

TAX RATES

Meals: 6.25%

Lodging: 10.25%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Grace Inn			
Ahwatukee	Phoenix	893-3000	\$95-115
Crescent Hotel	Phoenix	943-8200	\$110-170
Crown Sterling Suites-Biltmore	Phoenix	955-3992	\$160-192
Doubletree Suites-Phoenix			
Gateway Center	Phoenix	225-0500	\$89-150
Embassy Suites-Scottsdale	Scottsdale	949-1414	\$135-145
Fiesta Inn	Tempe	967-1441	\$70-120
Fountain Suites Hotel	Phoenix	375-1777	\$109-275
Hilton Airport	Phoenix	894-1600	\$125-164
Hilton Pavilion	Mesa	833-5555	\$99-119
Hilton Resort & Spa	Scottsdale	948-7750	\$150-180
Hyatt Regency	Phoenix	252-1234	\$150-225
Les Jardins	Phoenix	234-2464	\$85-115
Marriott Courtyard	Mesa	461-3000	\$76-116
Marriott Courtyard	Phoenix	966-4300	\$76-106
Marriott Courtyard	Scottsdale	860-4000	\$95-105
Marriott Suites	Scottsdale	945-1550	\$155
Red Lion's La Posada	Scottsdale	952-0420	\$185-210
Sheraton Hotel	Mesa	898-8300	\$90-140
Sunburst Resort Hotel & Conference Center	Scottsdale	945-7666	\$115-155
Westcoast Executive Park	Phoenix	252-2100	\$70-85
Westcourt Hotel	Phoenix	997-5900	\$95-150
Westcourt in the Buttes	Tempe	225-9000	\$165-175
Wyndham Paradise Valley	Scottsdale	947-5400	\$155-265

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Americana Inn-Airport North	Phoenix	275-7878	
Arizona Biltmore Hotel	Phoenix	954-2523	
Caravan Inn	Phoenix	244-8244	\$29-40
Crescent Hotel	Phoenix	943-8200	
Embassy Suites-Camelhead	Phoenix	244-8800	\$59-110
Embassy Suites-Scottsdale	Scottsdale	949-1414	\$60-145
Embassy Suites-Tempe	Tempe	897-7444	
Fiesta Inn	Tempe	967-1441	\$45-125
Fountain Suites Hotel	Phoenix	375-1777	
Hilton Pavilion	Mesa	833-5555	\$49-120
Hilton Phoenix Airport	Phoenix	894-1600	\$52-129
Hilton Resort & Spa	Scottsdale	948-7750	
Holiday Inn Corporate Center	Phoenix	943-2341	\$25-65
Hyatt Regency	Phoenix	252-1234	\$90-125
Hyatt Regency at Gainey Ranch	Scottsdale	991-3388	\$185-265
Marriott Camelback Inn	Scottsdale	948-1700	\$75-255
Marriott Mountain Shadows	Scottsdale	948-7111	
Phoenician Resort	Scottsdale	941-8200	\$105-260
Pointe Hilton on South Mountain	Phoenix	438-9000	
Pointe Hilton at Squaw Peak	Phoenix	997-2626	\$75-235
Pointe Hilton at Tapatio Cliffs	Phoenix	866-7500	\$180-240
Radisson Resort Camelview	Scottsdale	991-2400	
Ramada Valley Ho Resort	Scottsdale	945-6321	\$49-89
Red Lion's La Posada	Scottsdale	952-0420	\$55-185
Registry Resort	Scottsdale	991-3800	
Ritz-Carlton	Phoenix	468-0700	\$85-205
Scottsdale Conference Resort	Scottsdale	991-9000	\$130-225
Scottsdale Plaza Resort	Scottsdale	948-5000	
Scottsdale Princess	Scottsdale	585-4848	
Sheraton Hotel	Mesa	898-8300	\$55-89
Sheraton Mission Palms	Tempe	894-1400	\$60-108
Sheraton Phoenix	Phoenix	257-1525	
Sheraton San Marcos	Chandler	963-6655	\$75-190
Sunburst Resort Hotel & Conference Center	Scottsdale	945-7666	\$40-135
Westcourt Hotel	Phoenix	997-5900	
Westcourt in the Buttes	Tempe	225-9000	\$75-205
Wigwam Resort	Litchfield Park	935-3811	\$75-225
Wyndham Paradise Valley	Scottsdale	947-5400	\$80-255

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Avanti's of Phoenix	Phoenix	956-0900	M
Avanti's of Scottsdale	Scottsdale	949-8333	M
Bistro La Chaudiere	Scottsdale	946-5115	M
Chaparral Dining Room	Scottsdale	948-6644	ME
Christopher's	Phoenix	957-3214	E
Christopher's Bistro	Phoenix	957-3214	M
L'Ecole	Scottsdale	990-7639	M
8700	Scottsdale	994-8700	M
Etienne's Different Pointe of View	Phoenix	866-7500	ME
La Fontanella	Phoenix	955-1213	M
*Garcia's	Scottsdale	945-1647	M
Golden Swan	Scottsdale	991-3388	M
La Hacienda	Scottsdale	585-4848	M
Latilla	Carefree	488-9009	ME
*L'Orangerie	Phoenix	954-2507	ME

METRO MARKET PROFILES

PHOENIX, ARIZ. (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Restaurant	Phoenix	468-0700	ME
Vincent Guarinfault on Camelback	Phoenix	224-0225	M
Voltaire	Scottsdale	948-1005	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 4 mi. SE
Time: 10-15 min.
Taxi: \$8.00
Limo: \$5.00

DAILY AUTO RENTAL

Average Rate: \$44.25

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

PITTSBURGH, PA.

VITAL STATISTICS

Population: 2,047,200
Households: 816,100
Median Age: 37.2
Total EBI: \$28,919,735,000
Median Hshld. EBI: \$27,271
Total Retail Sales: \$14,183,572,000
Buying Power Index: 8118
Chamber of Commerce: 392-4500
Convention & Visitors Bureau: 800-366-0093/281-7711
Telephone Area Code: 412

MEAL & LODGING COSTS

Avg. Daily Lodging: \$115.09
Meals: B-\$7.28
L-\$8.82
D-\$22.66
PER DIEM
Total: \$153.85
Index: 101
TAX RATES
Meals: 6.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Parkway			
Center Inn	Pittsburgh	922-7070	\$55-99
Harley Hotel	Pittsburgh	244-1600	\$85-102
Hilton Hotel	Pittsburgh	391-4600	\$133-184
Holiday Inn-Airport	Coraopolis	262-3600	\$118-132
Holiday Inn-McKnight Road	Pittsburgh	366-5200	\$85-105
Holiday Inn-Meadowlands			
Washington	Washington	222-6200	\$78-97
Hyatt at Chatham Center	Pittsburgh	471-1234	\$125-175
Marriott Greentree	Pittsburgh	922-8400	\$118-139
Marriott Pittsburgh Airport	Pittsburgh	788-8800	\$125-157
Mountain View Inn	Greensburg	834-5300	\$50-98
Rayce Hotel	Coraopolis	262-2400	\$91-137
Sheraton Inn	Greensburg	836-6060	\$68-91
Sheraton South Hills	Bethel Park	343-4600	\$64-72
Sheraton Station Square	Pittsburgh	261-2000	\$130-165
Vista Hotel	Pittsburgh	281-3700	\$140-180
Westin William Penn	Pittsburgh	281-7100	\$115-170

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Center for Leadership	Coraopolis	262-8407	
Hilton Hotel	Pittsburgh	391-4600	
Holiday Inn-Airport	Coraopolis	262-3600	
Holiday Inn-Greentree	Pittsburgh	922-8100	\$70-107
Hyatt at Chatham Center	Pittsburgh	471-1234	\$69-135
Marriott Greentree	Pittsburgh	922-8400	\$65-117
Marriott Pittsburgh Airport	Coraopolis	788-8800	
Radisson Hotel	Monroeville	373-7300	\$69-89
Sheraton Inn Pittsburgh North	Mars	776-6900	\$65-81
Sheraton South Hills	Bethel Park	343-4600	
Sheraton Station Square	Pittsburgh	261-2000	\$85-120
Vista Hotel	Pittsburgh	281-3700	\$85-125
Westin William Penn	Pittsburgh	281-7100	\$60-195

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Angel's Corner	Pittsburgh	682-1879	M
Carlton	Pittsburgh	391-4099	M
Christopher's	Pittsburgh	381-4500	ME
Coal Baron	Uniontown	439-0111	M
Colony	Pittsburgh	561-2060	M
Common Plea	Pittsburgh	281-5140	M
D'Imperio's	Pittsburgh	823-4800	M
Grand Concourse	Pittsburgh	261-1717	M
Hyeholde	Coraopolis	264-3116	ME
J.J. Rose's	Pittsburgh	344-1840	M

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Le Mont	Pittsburgh	431-3100	M
Piccola Mondo	Pittsburgh	922-0920	M
Poli's	Pittsburgh	521-6400	M
La Pommier	Pittsburgh	431-1901	M
Rico's	Pittsburgh	931-0556	M
Sgro's	Pittsburgh	787-1234	M
*Tambellini's	Pittsburgh	481-1118	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 17 mi. W
Time: 25-40 min.
Taxi: \$25.00
Limo: \$8.00

DAILY AUTO RENTAL

Average Rate: \$46.75

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

PORTLAND, MAINE

VITAL STATISTICS

Population: 245,300
Households: 95,400
Median Age: 33.7
Total EBI: \$3,801,028,000
Median Hshld. EBI: \$29,780
Total Retail Sales: \$3,114,787,000
Buying Power Index: 1255
Chamber of Commerce: 772-2811
Convention & Visitors Bureau: 772-4994
Telephone Area Code: 207

MEAL & LODGING COSTS

Avg. Daily Lodging: \$136.22
Meals: B-N.A.
L-N.A.
D-N.A.
PER DIEM
Total: N.A.
Index: N.A.
TAX RATES
Meals: 5.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn-West	Portland	774-5601	\$89-99
Holiday Inn by the Bay	Portland	775-2311	\$98-119
Howard Johnson	Portland	774-5861	\$85-105
Inn by the Sea	Cape Elizabeth	799-3134	\$150-330
Marriott Hotel	South Portland	871-8000	\$140-150
Portland Regency	Portland	774-4200	\$90-120
Quality Suites	Portland	775-2200	\$125-285
Sheraton Tara	South Portland	775-6161	\$89-169
Sonesta Hotel-Portland	Portland	775-5411	\$85-125

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn by the Bay	Portland	775-2311	
Sheraton Tara	South Portland	775-6161	\$60-110
Sonesta Hotel-Portland	Portland	775-5411	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Galley	Falmouth	781-4262	M
Olde House	Raymond	655-7841	M
The Roma	Portland	773-9873	M
Seamen's Club	Portland	772-7311	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 2 mi. SW
Time: 10 min.
Taxi: \$8.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$47.00

PORTLAND, ORE.

VITAL STATISTICS

Population: 1,252,000
Households: 491,800
Median Age: 33.9
Total EBI: \$18,374,831,000
Median Hshld. EBI: \$29,982
Total Retail Sales: \$10,811,738,000
Buying Power Index: 5418
Chamber of Commerce: 228-9411
Convention & Visitors Bureau: 275-9750
Telephone Area Code: 503

MEAL & LODGING COSTS

Avg. Daily Lodging: \$106.89
Meals: B-\$4.78
L-\$7.46
D-\$17.09
PER DIEM
Total: \$136.22
Index: 112
TAX RATES
Meals: None
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Pony Soldier	Portland	256-1504	\$64-89
Embassy Suites	Tigard	644-4000	\$112-127
Greenwood Inn	Beaverton	643-7444	\$70-90
Hilton Hotel	Portland	226-1611	\$119-150
Howard Johnson Plaza	Lake Oswego	624-8400	\$70-100
Marriott Courtyard	Beaverton	641-3200	\$74-88
Marriott Portland	Portland	226-7600	\$138-158
The Monarch	Clackamas	652-1515	\$78-155
Red Lion Hotel-Jantzen Beach	Portland	283-4466	\$95-110
Red Lion Inn-Columbia River	Portland	283-2111	\$98-133
Red Lion Inn-Lloyd Center	Portland	281-6111	\$101-154
Sheraton Portland Airport	Portland	281-2500	\$95-116
Shilo Inn Suites-Airport	Portland	252-7500	\$109-119
Travelodge	Portland	233-2401	\$88-93

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Benson Hotel	Portland	228-2000	\$80-130
Hilton Hotel	Portland	226-1611	
Holiday Inn-Airport	Portland	256-5000	
Marriott Portland	Portland	226-7600	\$89-122
Red Lion Hotel-Jantzen Beach	Portland	283-4466	\$88-113
Red Lion Inn-Columbia River	Portland	283-2111	
Red Lion Inn-Lloyd Center	Portland	281-6111	\$85-105
Sheraton Portland Airport	Portland	281-2500	\$72-91

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
L'Auberge	Portland	223-3302	M-E
Couch Street Fish House	Portland	223-6173	M
Esplanade at Riverplace	Portland	295-6166	M
Genoa	Portland	238-1464	M-E
Heathman	Portland	241-4100	M
*Jake's Famous Crawfish	Portland	226-1419	M
Plainfield's Mayur	Portland	223-2995	M
Rafati's	Portland	248-9305	M
River Queen	Portland	228-8633	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 9 mi. NE
Time: 20 min.
Taxi: \$20.50
Limo: \$6.00

DAILY AUTO RENTAL

Average Rate: \$45.25

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

PROVIDENCE-PAWTUCKET-WOONSOCKET, R.I.

VITAL STATISTICS

Population: 921,400
Households: 347,200
Median Age: 34.1
Total EBI: \$13,161,017,000
Median Hshld. EBI: \$28,441
Total Retail Sales: \$6,621,140,000
Buying Power Index: 3714
Chamber of Commerce: 521-5000/334-1000
Convention & Visitors Bureau:
800-233-1636/274-1636
Telephone Area Code: 401

MEAL & LODGING COSTS

Avg. Daily Lodging: \$125.10
Meals: B-\$5.90
L-\$9.09
D-\$15.46
PER DIEM
Total: \$155.55
Index: 102
TAX RATES
Meals: 7.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn-Downtown	Providence	831-3900	\$80-105
Holiday Inn at the Crossings	Warwick	732-6000	\$109-119
Omni Biltmore	Providence	421-0700	\$129-189
Marriott Hotel	Providence	272-2400	\$136-166
Sheraton Tara	Warwick	738-4000	\$89-129

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Marriott Providence	Providence	272-2400	\$78-102
Omni Biltmore	Providence	421-0700	\$79-155

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Al Forno	Providence	273-9760	M
Great House	Warwick	739-8600	M
Lucky's	Providence	272-7980	M
Mr. Marco	Warwick	885-2120	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. S
Time: 15-20 min.
Taxi: \$15.00
Limo: \$5.75

DAILY AUTO RENTAL

Average Rate: \$39.75

RALEIGH-DURHAM, N.C.

VITAL STATISTICS

Population: 750,200
Households: 293,700
Median Age: 31.4
Total EBI: \$11,460,063,000
Median Hshld. EBI: \$29,499
Total Retail Sales: \$6,093,748,000
Buying Power Index: 3247
Chamber of Commerce: 664-7000/682-2133
Convention & Visitors Bureau:
800-849-8499/834-5900/687-0288/446-8604
Telephone Area Code: 919

MEAL & LODGING COSTS

Avg. Daily Lodging: \$99.29
Meals: B-\$6.45
L-\$10.94
D-\$23.64
PER DIEM
Total: \$140.32
Index: 92
TAX RATES
Meals: 6.0%
Lodging: 10-12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Carolina Inn	Chapel Hill	933-2001	\$42-80
Embassy Suites	Raleigh	881-0000	\$124-134
Guest Quarters	Durham	361-4660	\$109-200
Hilton-Durham	Durham	383-8033	\$79-99
Hilton & Convention Center	Raleigh	872-2323	\$93-123
Marriott Courtyard	Raleigh	821-3400	\$72-82
Marriott Crabtree	Raleigh	781-7000	\$113-123
Omni Hotel	Durham	683-6664	\$76-99
Sheraton Imperial	Morrisville	941-5050	\$88-98
Sheraton University Center	Durham	383-8575	\$69-94
Siena Hotel	Chapel Hill	929-4000	\$89-129
Valvet Cloak Inn	Raleigh	828-0333	\$69-99

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton-Durham	Durham	383-8033	\$64-85
Hilton & Convention Center	Raleigh	872-2323	\$60-100
Marriott Crabtree	Raleigh	781-7000	\$55-109
Mission Valley Inn	Raleigh	828-3173	\$49-65
Omni Europa	Chapel Hill	968-4900	\$49-77
Omni Hotel	Durham	683-6664	\$65
Radisson Plaza Hotel	Raleigh	834-9900	\$65-75
Sheraton Crabtree	Raleigh	787-7111	\$55-85
Sheraton Imperial	Morrisville	941-5050	\$50-100
Sheraton University Center	Durham	383-8575	\$59-99

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
*Angus Barn, Ltd.	Raleigh	787-3505	M
Bakatsias Cuisine	Durham	383-8502	M
Charter Room	Raleigh	828-0333	M
Fearrington House	Pittsboro	542-4000	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 14 mi. NW
Time: 20-25 min.
Taxi: \$20.50
Limo: \$14.00

DAILY AUTO RENTAL

Average Rate: \$49.00

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

RICHMOND-PETERSBURG, VA.

VITAL STATISTICS

Population: 875,400
Households: 335,600
Median Age: 33.3
Total EBI: \$13,307,646,000
Median Hshld. EBI: \$32,135
Total Retail Sales: \$7,095,761,000
Buying Power Index: 3778
Chamber of Commerce: 648-1234/733-8132
Convention & Visitors Bureau:
800-365-7272/782-2777/800-368-3595/
733-2400
Telephone Area Code: 804

MEAL & LODGING COSTS

Avg. Daily Lodging: \$103.20
Meals: B-\$7.90
L-\$12.02
D-\$25.10
PER DIEM
Total: \$148.22
Index: 97
TAX RATES
Meals: 7.0%
Lodging: 9.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Berkeley Hotel	Richmond	780-1300	\$90-145
Embassy Suites	Richmond	672-8585	\$89-144
Hilton Airport	Sandston	226-6400	\$75-105
Hyatt Richmond	Richmond	285-1234	\$115-135
Jefferson Hotel	Richmond	788-8000	\$115-140
Marriott Courtyard	Richmond	282-1881	\$75-85
Omni Richmond	Richmond	344-7000	\$119-134
Quality Inn-Steven Kent	Petersburg	733-0600	\$36-50
Radisson Hotel	Richmond	788-0900	\$79-145
Sheraton Airport	Richmond	226-4300	\$79-109

METRO MARKET PROFILES

RICHMOND-PETERSBURG, VA. (cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-Fanny's	Richmond	285-9951	
Hyatt Richmond	Richmond	285-1234	\$69.99
Jefferson Hotel	Richmond	788-8000	\$80.95
Marriott Richmond	Richmond	643-3400	\$69.119
Sheraton Park South	Richmond	323-1144	\$52.82

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Half Way House	Richmond	275-1760	M
La Petite House	Richmond	353-8729	M
*Tobacco Company	Richmond	782-9431	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. SE
Time: 20-30 min.
Taxi: \$17.00
Limo: \$10.75

DAILY AUTO RENTAL

Average Rate: \$45.25

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

RIVERSIDE-SAN BERNARDINO, CAL.

VITAL STATISTICS

Population: 2,724,000
Households: 913,700
Median Age: 30.3
Total EBI: \$36,541,412,000
Median Hshld. EBI: \$29,951
Total Retail Sales: \$16,764,591,000
Buying Power Index: 1.0177
Chamber of Commerce: 683-7100/885-7515
Convention & Visitors Bureau: 787-7950/889-3980

MEAL & LODGING COSTS

Avg. Daily Lodging: \$136.50
Meals: B-\$6.14
L-\$7.48
D-\$12.51
PER DIEM
Total: \$188.76
Index: 124
TAX RATES
Meals: 6.75-7.75%
Lodging: 6.0-10.0%

Telephone Area Code: 714 (Big Bear Lake/Lake Arrowhead/Ontario/Riverside/San Bernardino), 619 (Cathedral City/Indian Wells/La Quinta/Palm Desert/Palm Springs/Rancho Mirage/Victoria)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Auty Resort Hotel	Palm Springs	328-1171	\$135-195
Best Western Green Tree Inn	Victorville	245-3461	\$52-60
Big Bear Inn	Big Bear Lake	866-3471	\$85-200
Clarion-Ontario Airport	Ontario	986-8811	\$109-160
Embassy Suites	Palm Desert	340-6600	\$140-220
Erawan Garden Hotel	Indian Wells	346-8021	\$90-130
Four Seasons Apartment Hotel	Palm Springs	325-6427	\$95
Hilton Arrowhead Lodge	Lake Arrowhead	336-1511	\$100-180
Hilton Ontario Airport	Ontario	980-0400	\$105-145
Hilton Palm Springs	Palm Springs	320-6868	\$175-275
Hilton San Bernardino	San Bernardino	889-0133	\$70-160
Marquis Hotel	Palm Springs	322-2121	\$160-205
Marriott Courtyard	Palm Springs	322-6100	\$129
Maruka Hotel	San Bernardino	381-6181	\$69-94
Radisson Palm Springs	Palm Springs	327-8311	\$129-179
Red Lion Hotel	Ontario	983-0909	\$109-149
Sheraton Riverside	Riverside	784-8000	\$75-89
La Sesta Villas	Palm Springs	325-2269	\$105-175
Wyndham Hotel	Palm Springs	322-6000	\$185-230

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Canyon Hotel	Palm Springs	323-5656	
Clarion-Ontario Airport	Ontario	986-8811	\$109-160
Doubletree Resort	Cathedral City	322-7000	\$79-225
Embassy Suites	Palm Desert	340-6600	\$59-189
Hilton Arrowhead Lodge	Lake Arrowhead	336-1511	\$95-165
Hilton Ontario Airport	Ontario	980-0400	\$69-89
Hilton Palm Springs	Palm Springs	320-6868	\$55-160
Hilton San Bernardino	San Bernardino	889-0133	\$60-65
Hyatt Grand Champions Resort	Indian Wells	341-1000	\$69-290
Marquis Hotel	Palm Springs	322-2121	\$70-195
Marriott Desert Springs	Palm Desert	341-2211	
Marriott Ontario Airport	Ontario	986-8811	\$109-160
Marriott Rancho Las Palmas	Rancho Mirage	568-2727	\$70-260
Mission Inn	Riverside	784-0300	\$95-110
La Quinta Hotel & Resort	La Quinta	564-4111	\$70-295
Radisson Palm Springs	Palm Springs	327-8311	
Red Lion Hotel	Ontario	983-0909	\$70-109
Stouffer Esmeralda	Indian Wells	773-4000	\$95-250
Westin Mission Hills Resort	Rancho Mirage	328-5955	\$95-275
Wyndham Hotel	Palm Springs	322-6000	\$59-189

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
A Touch of Mama's	Palm Desert	568-1315	M
Cabrillo	Rancho Mirage	568-2727	M-E
Dar Maghreb	Rancho Mirage	568-9486	M
The Dining Room	Rancho Mirage	321-8282	M-E
Lakeview	Palm Desert	341-2211	M
Mancuso's	Palm Desert	340-6610	M
Robert Cunard's	Palm Desert	773-3337	M
Rosa's	Ontario	391-1971	M
Sirocco	Indian Wells	773-4444	M
Le Vallauris	Palm Springs	325-5059	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 15 mi. NW
Time: 20 min.
Taxi: \$24.00
Limo: \$17.50

DAILY AUTO RENTAL

Average Rate: \$43.25

ROCHESTER, N.Y.

VITAL STATISTICS

Population: 1,004,900
Households: 375,500
Median Age: 33.0
Total EBI: \$15,703,107,000
Median Hshld. EBI: \$32,561
Total Retail Sales: \$7,643,436,000
Buying Power Index: .4314
Chamber of Commerce: 454-2220
Convention & Visitors Bureau: 800-677-7282/546-3070
Telephone Area Code: 716

MEAL & LODGING COSTS

Avg. Daily Lodging: \$102.07
Meals: B-\$6.49
L-\$9.61
D-\$20.79
PER DIEM
Total: \$138.96
Index: 91
TAX RATES
Meals: 7.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Brookwood Inn	Pittsford	248-9000	\$82-92
Depot Inn	Pittsford	381-9900	\$66-73
Holiday Inn-South	Rochester	475-1510	\$74-105
Marriott Airport	Rochester	225-6880	\$79-128
Radisson Inn	Rochester	475-1910	\$69-109
Stouffer Rochester Plaza	Rochester	546-3450	\$118-158
Strathallan Hotel	Rochester	461-5010	\$117-159

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-Genesee Plaza	Rochester	546-6400	\$76-90
Hyatt Regency	Rochester	546-1234	\$119-165
Marriott Thruway	Rochester	359-1800	\$80-100
Stouffer Rochester Plaza	Rochester	546-3450	\$79-158

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Chapel's	Rochester	232-2300	M
Edwards	Rochester	423-0140	M
Glen Edith	Webster	671-6200	M
Holloway House	East Bloomfield	657-7120	M
Petals	Rochester	359-1800	M
Richardson's Canal House	Pittsford	248-5000	M-E
Rooney's	Rochester	442-0444	M
Spring House	Rochester	586-2300	M
Thendara Inn	Canandaigua	394-4868	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. SW
Time: 10-20 min.
Taxi: \$9.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$47.50

SACRAMENTO, CAL.

VITAL STATISTICS

Population: 1,523,300
Households: 572,800
Median Age: 32.3
Total EBI: \$24,040,002,000
Median Hshld. EBI: \$31,903
Total Retail Sales: \$11,481,756,000
Buying Power Index: 6556
Chamber of Commerce: 443-3771
Convention & Visitors Bureau: 264-7777
Telephone Area Code: 916

MEAL & LODGING COSTS

Avg. Daily Lodging: \$101.80
Meals: B-\$6.24
L-\$9.45
D-\$17.14
PER DIEM
Total: \$134.63
Index: 88
TAX RATES
Meals: 7.75%
Lodging: 11.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Station House	South Lake Tahoe	542-1101	\$88-98
Fountain Suites	Sacramento	441-1444	\$84-119
Hilton Inn	Sacramento	922-4700	\$72-129
Holiday Inn-Capitol Plaza	Sacramento	446-0100	\$80-94
Hyatt Regency	Sacramento	443-1234	\$149-185
Inn by the Lake	South Lake Tahoe	542-0330	\$90-110
Marriott Courtyard	Rancho Cordova	638-3800	\$73-83
Radisson Inn	Sacramento	922-2020	\$78-109
Red Lion Inn	Sacramento	929-8855	\$94-119
Red Lion Sacramento	Sacramento	922-8041	\$79-103

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Beverly Garland Hotel	Sacramento	929-7900	\$58-73
Hilton Inn	Sacramento	922-4700	\$65-102
Holiday Inn-Capitol Plaza	Sacramento	446-0100	
Hyatt Regency	Sacramento	443-1234	\$79-165
Radisson Inn	Sacramento	922-2020	\$84-119
El Rancho Resort	West Sacramento	371-6731	\$50-66
Red Lion Inn	Sacramento	929-8855	
Red Lion Sacramento	Sacramento	922-8041	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Aldo's	Sacramento	483-5031	M
Chanterelle	Sacramento	442-0451	M
Evans American Gourmet	South Lake Tahoe	542-1990	M
Firehouse	Sacramento	442-4772	M
Le Petit Pier	Tahoe Vista	546-2508	M-E
Swiss Chalet	South Lake Tahoe	544-3304	M
Swiss Lakewood	Homewood	525-5211	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 11 mi. NW
Time: 15-20 min.
Taxi: \$26.00
Limo: \$7.50

DAILY AUTO RENTAL

Average Rate: \$41.00

SALT LAKE CITY-OGDEN, UTAH**VITAL STATISTICS**

Population: 1,083,200
Households: 351,100
Median Age: 27.4
Total EBI: \$12,019,734,000
Median Hshld. EBI: \$28,274
Total Retail Sales: \$7,558,308,000
Buying Power Index: 3838
Chamber of Commerce: 364-3631/621-8300
Convention & Visitors Bureau: 521-2822/
629-8288
Telephone Area Code: 801

MEAL & LODGING COSTS

Avg. Daily Lodging: \$105.65
Meals: B-\$6.92
L-\$9.04
D-\$16.18
PER DIEM
Total: \$137.79
Index: 90
TAX RATES
Meals: 6.25%
Lodging: 10.34%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Ogden	Ogden	627-1190	\$54-94
Park Hotel	Ogden	359-8600	\$59-89
Clarion Hotel	Salt Lake City	531-7500	\$69-114
Doubletree Hotel	Salt Lake City	359-7800	\$85-115
Embassy Suites	Salt Lake City	532-3344	\$90-122
Hilton Hotel	Salt Lake City	363-6781	\$55-108
Little America Hotel & Towers	Salt Lake City	531-0800	\$94-139
Marriott	Salt Lake City	521-4300	\$64-109
Peery Hotel	Salt Lake City	364-5800	\$69-149
Radisson Airport	Ogden	627-1900	\$42-96
Radisson Suite Hotel	Ogden	627-1900	\$42-96
Red Lion Inn	Salt Lake City	328-2000	\$95-135
Snowbird Ski & Summer Resort	Snowbird	742-2222	\$157-284
University Park	Salt Lake City	581-1000	\$130

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Ogden	Ogden	627-1190	\$45-65
Park Hotel	Ogden	359-8600	\$59-75
Best Western Olympus Hotel	Salt Lake City	521-7373	
Doubletree Hotel	Salt Lake City	531-7500	
Hilton Airport	Salt Lake City	539-1515	\$72-109
Hilton Hotel	Salt Lake City	532-3344	

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Little America Hotel & Towers	Salt Lake City	363-6781	\$55-108
Marriott	Salt Lake City	531-0800	\$79-119
Red Lion Inn	Salt Lake City	328-2000	
Snowbird Ski & Summer Resort	Snowbird	742-2222	\$76-170

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
La Fleur de Lys	Salt Lake City	359-5753	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6 mi. NW
Time: 10-15 min.
Taxi: \$10.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$46.00

SAN ANTONIO, TEXAS**VITAL STATISTICS**

Population: 1,324,000
Households: 458,800
Median Age: 30.5
Total EBI: \$15,038,973,000
Median Hshld. EBI: \$23,865
Total Retail Sales: \$9,157,490,000
Buying Power Index: 4723
Chamber of Commerce: 229-2100
Convention & Visitors Bureau:
800-447-3372/270-8700
Telephone Area Code: 512

MEAL & LODGING COSTS

Avg. Daily Lodging: \$117.95
Meals: B-\$5.78
L-\$9.45
D-\$25.78
PER DIEM
Total: \$158.96
Index: 104
TAX RATES
Meals: 8.25%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Continental Inn	San Antonio	655-3510	\$36-54
Embassy Suites-Airport	San Antonio	525-9999	\$109-119
Hilton Palacio Del Rio	San Antonio	222-1400	\$140-181
Hyatt Regency	San Antonio	222-1234	\$135-180
Marriott Courtyard	San Antonio	696-7100	\$62-72
Marriott Rivercenter	San Antonio	223-1000	\$150-170
Marriott Riverwalk	San Antonio	224-4555	\$140-181
Menger Hotel	San Antonio	223-4361	\$74-118
St. Anthony Park Lane	San Antonio	227-4392	\$89-109
Sheraton Gunter	San Antonio	227-3241	\$89-129
Wyndham Hotel	San Antonio	691-8888	\$109-149

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Palacio Del Rio	San Antonio	222-1400	\$147-209
Hyatt Regency	San Antonio	222-1234	\$90-170
Mansion Del Rio	San Antonio	225-2581	\$105-160
Marriott Rivercenter	San Antonio	223-1000	
Marriott Riverwalk	San Antonio	224-4555	\$108-148
Menger Hotel	San Antonio	223-4361	\$65-89
Plaza San Antonio	San Antonio	229-1000	\$130-190
Radisson Hotel-Airport	San Antonio	340-6060	\$65
St. Anthony Park Lane	San Antonio	227-4392	
Sheraton Gunter	San Antonio	227-3241	\$79-134
Wyndham Hotel	San Antonio	691-8888	\$82-110

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Anaqua Room	San Antonio	229-1000	M-E
Chez Ardid	San Antonio	732-3203	M
Crumpet's	San Antonio	821-5454	M
L'Etoile	San Antonio	826-4551	M
The Fairmount	San Antonio	224-8800	M
Fig Tree	San Antonio	224-1976	M-E
*Little Rhein Steak House	San Antonio	225-2111	M-E
La Louisiane	San Antonio	225-7984	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. N
Time: 15-20 min.
Taxi: \$12.00
Limo: \$7.00

DAILY AUTO RENTAL

Average Rate: \$41.00

Notes: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

METRO MARKET PROFILES

SAN DIEGO, CAL.

VITAL STATISTICS

Population: 2,562,900
Households: 911,800
Median Age: 31.1
Total EBI: \$41,179,182,000
Median Hshld. EBI: \$32,013
Total Retail Sales: \$19,209,425,000
Buying Power Index: 1.1115
Chamber of Commerce: 232-0124
Convention & Visitors Bureau: 232-3101
Telephone Area Code: 619

MEAL & LODGING COSTS

Avg. Daily Lodging: \$133.77
Meals: B-\$6.88
L-\$12.30
D-\$18.65
PER DIEM
Total: \$171.60
Index: 113
TAX RATES
Meals: 8.25%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Bay Club Hotel & Marina	San Diego	224-8888	\$115-200
Best Western Hacienda	San Diego	298-4707	\$105-125
Best Western Inn by the Sea	La Jolla	459-4461	\$102-138
Best Western Oceanside	Oceanside	722-1821	\$59-85
Best Western Rancho Bernardo	San Diego	485-6530	\$88-135
Catamaran Resort Hotel	Pacific Beach	488-1081	\$120-180
Del Mar Inn	Del Mar	755-9765	\$80-99
Doubletree Hotel	San Diego	543-9000	\$105-165
Embassy Suites	La Jolla	453-0400	\$109-160
Embassy Suites	San Diego	239-2400	\$119-189
Glorietta Bay Inn	Coronado	435-3101	\$89-129
Hanalei Hotel	San Diego	297-1101	\$80-120
Handlery Hotel & Country Club	San Diego	298-0511	\$65-75
Hilton Beach & Tennis Resort	San Diego	276-4010	\$125-225
Hilton Hotel	Del Mar	792-5200	\$95-170
Horton Grand	San Diego	544-1866	\$99-129
Hyatt Islandia	San Diego	224-1234	\$110-190
Marriott Hotel & Marina	San Diego	234-1500	\$155-190
Marriott La Jolla	La Jolla	587-1414	\$149-169
Marriott Suites-Downtown	San Diego	696-9800	\$99-180
Omni Hotel	San Diego	239-2200	\$160-210
Pacific Terrace Inn	Pacific Beach	581-3100	\$140-180
Quails Inn	San Marcos	744-0120	\$85-115
Radisson Hotel	San Diego	260-0111	\$85-95
Radisson Suite Hotel	San Diego	451-6600	\$75-130
Ramada Bayview	San Diego	696-0234	\$75-140
Red Lion Inn	San Diego	297-5466	\$125-175
Sea Lodge	La Jolla	459-8271	\$140-225
Sheraton Grand on	Harbor Island	291-6400	\$125-205
Sheraton Harbor Island	Harbor Island	291-2900	\$130-195
Town & Country	San Diego	291-7131	\$80-130
La Valencia	La Jolla	454-0771	\$145-275

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Bahia Resort Hotel	San Diego	488-0551	\$85-95
Catamaran Resort Hotel	San Diego	488-1081	\$120-130
Del Coronado Hotel	Coronado	522-8011	\$159-625
Hanalei Hotel	San Diego	297-1101	\$75-85
Hilton Beach & Tennis Resort	San Diego	276-4010	
Hilton Del Mar	Del Mar	792-5200	
Hyatt Islandia	San Diego	224-1234	
Hyatt Regency	La Jolla	552-1234	
Hyatt Regency San Diego	San Diego	232-1234	
La Jolla Village Inn	La Jolla	453-5500	\$60-80
Marriott Hotel & Marina	San Diego	234-1500	
Marriott La Jolla	La Jolla	587-1414	\$85-140
Marriott Mission Valley	San Diego	692-3800	\$75-120
Meridien Coronado	Coronado	435-3000	
Omni Hotel	San Diego	239-2200	
Pan Pacific Hotel	San Diego	239-4500	
Rancho Bernardo Inn	San Diego	487-1611	\$180-190
Pointe San Diego	Chula Vista	691-1800	\$135-225
San Diego Hotel	San Diego	234-0221	\$50-75
San Diego Princess Resort	San Diego	274-4630	
Sheraton Grand on	Harbor Island	291-6400	\$125-140
Sheraton Grande Torrey Pines	La Jolla	558-1500	\$145-195
Sheraton Harbor Island	Harbor Island	692-2200	\$125-165
Town & Country	San Diego	291-7131	
U.S. Grant Hotel	San Diego	232-3121	
Westgate Hotel	San Diego	238-1818	\$108-150

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Anthony's Star of the Sea Room	San Diego	232-7408	M
Avanti	La Jolla	454-4288	M
Baci Ristorante	San Diego	275-2094	M
Belgian Lion	San Diego	223-2700	M
La Casa del Zorro	Borrego Springs	767-5323	ME
Chez Loma	Coronado	435-0661	M
Crown Room	Coronado	435-6611	M

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
El Bizcocho	San Diego	487-1611	ME
Busalacchi's	San Diego	298-0119	M
*The Chart House at the Rowing Club	San Diego	233-7391	ME
Fia's	San Diego	234-3467	M
La Fontainebleau	San Diego	238-1818	M
George's at the Cove	La Jolla	454-4244	M
Grant Grill	San Diego	239-6806	ME
Issimo	La Jolla	454-7004	ME
Marine Room	La Jolla	459-7222	M
Marvis	Coronado	435-3000	M
Mille Fleurs	Rancho Santa Fe	756-3085	ME
Mister A's	San Diego	239-1377	ME
Molly's	San Diego	234-1500	M
Pacific Grill	San Diego	696-9226	M
Prises	Carlsbad	436-9362	ME
Rainwater's	San Diego	233-5757	M
St. James Bar	San Diego	453-6650	M
Top O' The Cove	La Jolla	454-7779	M
Vincent's Four Seasons	Solana Beach	481-1141	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. NW
Time: 5-10 min.
Taxi: \$6.00
Limo: \$12.00

DAILY AUTO RENTAL

Average Rate: \$45.00

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

SAN FRANCISCO, CAL.

VITAL STATISTICS

Population: 1,611,700
Households: 645,600
Median Age: 35.9
Total EBI: \$33,842,289,000
Median Hshld. EBI: \$38,826
Total Retail Sales: \$15,259,282,000
Buying Power Index: 8654
Chamber of Commerce: 392-4511
Convention & Visitors Bureau: 974-6900
Telephone Area Code: 415

MEAL & LODGING COSTS

Avg. Daily Lodging: \$155.86
Meals: B-\$13.07
L-\$18.35
D-\$44.84
PER DIEM
Total: \$232.12
Index: 152
TAX RATES
Meals: 6.5%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Corte Madera Inn	San Francisco	924-1502	\$77-96
Cathedral Hill Hotel	San Francisco	776-8200	\$105-240
Clarion Hotel Airport	Millbrae	692-6363	\$99-129
Crown Sterling Suites	South San Francisco	589-3400	\$119-139
Crown Sterling Suites-Airport	Burlingame	342-4600	\$149-159
The Donatello	San Francisco	441-7100	\$155-195
Fairmont Hotel & Tower	San Francisco	772-5000	\$150-320
Galleria Park	San Francisco	781-3060	\$99-135
Handlery Hotel-Union Square	San Francisco	781-7800	\$110-135
Hilton-Hilton Square	San Francisco	771-1400	\$170-235
Hilton-San Francisco Airport	San Francisco	589-0770	\$139-185
Holiday Inn-Marina	San Rafael	479-8800	\$79-122
Holiday Inn-Union Square	San Francisco	398-8900	\$147-182
Holiday Inn-Crowne Plaza	Burlingame	340-8500	\$99-114
Hotel Nikko	San Francisco	394-1111	\$200-260
Hyatt Fisherman's Wharf	San Francisco	563-1234	\$195
Hyatt Regency	San Francisco	788-1234	\$149-245
Hyatt Regency-Airport	Burlingame	347-1234	\$160-180
Inn at the Opera	San Francisco	683-8400	\$110-170
Kensington Park	San Francisco	788-6400	\$110-140
Majestic Hotel	San Francisco	441-1100	\$75-175
Marriott Airport	Burlingame	692-9100	\$155-175
Marriott Courtyard	Larkspur	925-1800	\$88-98
Marriott Courtyard	San Bruno	952-3333	\$84-94
Marriott Fisherman's Wharf	San Francisco	775-7555	\$164-212
Marriott Hotel	San Francisco	896-1600	\$149-228
Miyako Hotel	San Francisco	922-3200	\$100-169
Orchard Hotel	San Francisco	433-4434	\$99-130
Parc Fifty-Five Hotel	San Francisco	392-8000	\$170-255
The Regis	San Francisco	928-7900	\$100-250
The Savoy	San Francisco	441-2700	\$89-115

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Sheraton at Fisherman's Wharf	San Francisco	362-5500	\$145-230
Sofitel	Redwood City	598-9000	\$130-150
Stanford Park	Menlo Park	322-1234	\$155-195
Tuscan Inn at Fisherman's Wharf	San Francisco	561-1100	\$145-195
The Westin-Airport	Millbrae	692-3500	\$119-179
The Westin St. Francis	San Francisco	397-7000	\$160-350

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Amfac Hotel	Burlingame	347-5444	
Ana Hotel	San Francisco	974-6400	\$155-240
Clarion Hotel Airport	Millbrae	692-6363	\$65-105
Crown Sterling Suites	South San Francisco	589-3400	\$105-130
Crown Sterling Suites-Airport	Burlingame	342-4500	\$89-159
Doubletree Club Hotel	Burlingame	344-5500	\$89-119
Dunfey San Mateo	San Mateo	573-7661	
Embassy Suites	San Rafael	499-9222	\$85-110
Fairmont Hotel & Tower	San Francisco	772-5000	\$150-290
Grand Hyatt	San Francisco	398-1234	
Hilton-Hilton Square	San Francisco	771-1400	
Hilton-San Francisco Airport	San Francisco	589-0770	
Holiday Inn-Airport	South San Francisco	589-7200	\$59-99
Holiday Inn-Foster City	Foster City	570-5700	\$85-110
Holiday Inn-Golden Gateway	San Francisco	441-4000	\$88-102
Hotel Nikko	San Francisco	394-1111	
Hyatt Regency	San Francisco	788-1234	\$115-205
Hyatt Regency-Airport	Burlingame	347-1234	\$85-150
Lone Mountain-USF	San Francisco	666-6166	
Mark Hopkins Inter-			
Continental Hotel	San Francisco	392-3434	\$120-200
Marriott Airport	Burlingame	692-9100	\$69-179
Marriott Hotel	San Francisco	896-1600	\$100-179
Miyako Hotel	San Francisco	922-3200	
Pan Pacific Hotel	San Francisco	771-8600	\$185-350
Parc Fifty-Five Hotel	San Francisco	392-8000	
Park Hyatt	San Francisco	392-1234	\$175-260
Ramada at Fisherman's Wharf	San Francisco	885-4700	\$80-130
Ritz-Carlton Hotel	San Francisco	296-7465	
Sheraton Airport	Burlingame	342-9200	\$75-109
Sheraton Palace	San Francisco	546-5000	\$160-260
Sir Francis Drake	San Francisco	392-7755	
Sofitel	Redwood City	598-9000	
Stouffer Stanford Court	San Francisco	989-5300	\$190-270
Villa Hotel	San Mateo	341-0966	
The Westin-Airport	Millbrae	692-3500	\$95-140
The Westin St. Francis	San Francisco	397-7000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Amelia's	San Francisco	397-4339	ME
The Big 4	San Francisco	771-1140	ME
*The Blue Fox	San Francisco	771-1140	ME
Campton Place	San Francisco	781-5155	M
Carnelian Room	San Francisco	433-7500	ME
Casa Madrona	Sausalito	331-5888	M
Le Castel	San Francisco	921-7115	M
Le Club	San Francisco	771-5400	M
Donatello	San Francisco	441-7182	ME
*Empress of China	San Francisco	434-1345	M
*Ernie's	San Francisco	397-5969	ME
Fleur de Lys	San Francisco	673-7775	ME
Fournou's Ovens	San Francisco	989-1910	ME
The French Room	San Francisco	775-4700	ME
House of Prime Rib	San Francisco	885-4605	M
Jin Jiang-Kee Joon's Penthouse	Burlingame	348-1122	ME
Julius Castle	San Francisco	362-3042	M
Lark Creek Inn	Larkspur	924-7766	M
Lascaux	San Francisco	391-1555	M
Nob Hill	San Francisco	392-3434	M
North Beach	San Francisco	392-1700	M
L'Olivier	San Francisco	981-7824	M
1001 Nob Hill	San Francisco	441-1001	M
Pacific Grill	San Francisco	771-8600	M
Palm Cafe	Menlo Park	322-1234	M
Park Grill	San Francisco	296-2933	M
Postrio	San Francisco	776-7825	M
*Scoma's	San Francisco	771-4383	M
The Shadows	San Francisco	982-5536	M
Silks	San Francisco	986-2020	ME
Square One	San Francisco	788-1110	M
*Tadich Grill	San Francisco	391-2373	M
Tommy Toy's	San Francisco	397-4888	ME

AIRPORT-TO-CITY TRANSPORTATION

Distance: 14 mi. S
Time: 20 min.
Taxi: \$24.00
Limo: \$6.00

Notes: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

DAILY AUTO RENTAL

Average Rate: \$41.25

SAN JOSE, CAL.**VITAL STATISTICS**

Population: 1,512,900
Households: 525,700
Median Age: 32.0
Total EBI: \$29,611,407.00
Median Hshld. EBI: \$45,662
Total Retail Sales: \$12,499,406,000
Buying Power Index: 7511
Chamber of Commerce: 998-7000
Convention & Visitors Bureau:
800-726-5673/295-9600
Telephone Area Code: 408 (Campbell/
Cupertino/Los Gatos/Milpitas/San Jose/
Santa Clara/Saratoga/Sunnyvale); 415 (Palo Alto)

MEAL & LODGING COSTS

Avg. Daily Lodging: \$123.15
Meals: B-\$7.49
L-\$11.73
D-\$19.40
PER DIEM
Total: \$161.77
Index: 106
TAX RATES
Meals: 8.25%
Lodgings: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Le Baron Hotel	San Jose	453-6200	\$105-135
Beverly Heritage	Milpitas	943-9080	\$90-119
Campbell Inn	Campbell	374-4300	\$85-135
Crown Sterling Suites	Milpitas	942-0400	\$89-149
Embassy Suites	Santa Clara	496-6400	\$159-175
Hilton Sunnyvale	Sunnyvale	738-4888	\$110-170
Holiday Inn-Palo Alto	Palo Alto	328-2800	\$106-134
Holiday Inn-Park Center Plaza	San Jose	998-0400	\$90-110
Holiday Inn-Sunnyvale	Sunnyvale	245-5330	\$94-124
Hyatt Palo Alto	Palo Alto	493-8000	\$140-170
Hyatt San Jose	San Jose	993-1234	\$139-161
Lodge at Villa Felice	Los Gatos	395-6710	\$95-130
Marriott Courtyard	Cupertino	252-9100	\$62-98
Marriott Hotel	Santa Clara	988-1500	\$89-165
Pruneyard Inn	Campbell	559-4300	\$99-155
Radisson Haus Inn	Sunnyvale	247-0800	\$110-150
Radisson Plaza-Airport	San Jose	452-0200	\$110-133
Radisson San Jose	San Jose	972-7800	\$99-134
Red Lion Inn	San Jose	453-4000	\$145-160
Sheraton Silicon Valley	Milpitas	943-0600	\$98-128
Sheraton Sunnyvale Inn	Sunnyvale	745-6000	\$98-130
Sundowner Inn	Sunnyvale	734-9900	\$93-105
Toll House	Los Gatos	395-7070	\$89-101
Woodmark	Santa Clara	446-3030	\$119-225

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Le Baron Hotel	San Jose	453-6200	\$70-90
Doubletree Hotel	Santa Clara	986-0700	\$95-135
Fairmont Hotel	San Jose	998-1900	\$125-160
Hilton Sunnyvale	Sunnyvale	738-4888	
Hyatt Palo Alto	Palo Alto	493-8000	\$78-125
Hyatt San Jose	San Jose	993-1234	
Marriott Hotel	Santa Clara	988-1500	\$55-160
Red Lion Inn	San Jose	453-4000	
Sheraton Silicon Valley	Milpitas	943-0600	\$88-98
Sheraton Sunnyvale Inn	Sunnyvale	745-6000	\$50-100

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Dartanians	Cupertino	257-1120	M
Emile's	San Jose	289-1960	M
La Mère Michelle	Saratoga	867-5272	M
Plumed Horse	Saratoga	867-4711	ME
Les Saisons	San Jose	998-1900	ME

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. NW
Time: 7-10 min.
Taxi: \$9.75
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$40.75

METRO MARKET PROFILES

SCRANTON-WILKES BARRE, PA.

VITAL STATISTICS

Population: 736,300
Households: 281,400
Median Age: 37.1
Total EBI: \$9,129,936,000
Median Hshld. EBI: \$24,622
Total Retail Sales: \$5,316,827,000
Buying Power Index: 2773
Chamber of Commerce: 342-7711/823-2101
Convention & Visitors Bureau:
800-245-7711/342-7711/288-6784
Telephone Area Code: 717

MEAL & LODGING COSTS

Avg. Daily Lodging: \$79.79
Meals: B-N.A.
L-N.A.
D-N.A.
PER DIEM
Total: N.A.
Index: N.A.
TAX RATES
Meals: 6.0%
Lodging: 6.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western-East Mountain Inn	Wilkes-Barre	822-1011	\$65-85
Holiday Inn	Wilkes-Barre	824-8901	\$49-89
Holiday Inn-Hazleton	Hazleton	455-2061	\$59-79
The Inn at Nichols Village	Clarks Summit	587-1135	\$72-116
Royce Hotel	Scranton	342-8300	\$84-94
Sheraton Hotel	Scranton	344-9811	\$68-88
Woodlands Inn & Resort	Wilkes-Barre	824-9831	\$56-113

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Ramada Hotel	Wilkes-Barre	824-7100	\$55-60

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Scranton's	Hazleton	455-6630	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi.
Time: 15-20 min.
Taxi: \$12.00
Limo: \$10.50

DAILY AUTO RENTAL

Average Rate: \$42.75

SEATTLE, WASH.

VITAL STATISTICS

Population: 2,006,700
Households: 801,200
Median Age: 33.4
Total EBI: \$36,002,961,000
Median Hshld. EBI: \$36,423
Total Retail Sales: \$17,680,635,000
Buying Power Index: 9681
Chamber of Commerce: 389-7200
Convention & Visitors Bureau: 461-5800
Telephone Area Code: 206

MEAL & LODGING COSTS

Avg. Daily Lodging: \$125.44
Meals: B-\$8.75
L-\$9.97
D-\$20.18
PER DIEM
Total: \$164.34
Index: 108
TAX RATES
Meals: 8.2%
Lodging: 14.2%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Airport Executive	Seattle	878-1814	\$79-99
Best Western Greenwood	Bellevue	455-9444	\$72-88
Doubletree Inn	Seattle	246-8220	\$94-104
Doubletree Suites	Seattle	575-8220	\$110-200
Edgewater Inn	Seattle	728-7000	\$100-165
Hilton	Seattle	624-0500	\$133-198
Hilton Bellevue	Bellevue	455-3330	\$93-109
Hilton Seattle Airport	Seattle	244-4800	\$110-150
Holiday Inn Airport	Seattle	248-1000	\$88-103
Holiday Inn Crowne Plaza	Seattle	464-1980	\$145-172
Holiday Inn Issaquah	Issaquah	392-6421	\$59-68
Hyatt Regency	Bellevue	462-1234	\$145-189
Inn at the Market	Seattle	446-4484	\$85-160
Marina Village Inn	Everett	259-4040	\$72-92
Marriott Sea-Tac	Seattle	241-2000	\$122-132
Mayflower Park	Seattle	623-8700	\$95-125
Meany Tower	Seattle	634-2000	\$86-102
Radisson Seattle Airport	Seattle	244-6000	\$93-115
Red Lion Hotel-Bellevue	Bellevue	455-1300	\$130-145
Red Lion Hotel-Bellevue Center	Bellevue	455-1515	\$85-145
Red Lion Hotel Sea-Tac	Seattle	246-8600	\$119-154
Sheraton Hotel & Towers	Seattle	621-9000	\$150-200
Warwick	Seattle	443-4300	\$155-200
Westin Seattle	Seattle	728-1000	\$175-220

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Four Seasons Olympic Hotel	Seattle	621-1700	\$115-165
Hilton Seattle Airport	Seattle	244-4800	\$85-140
Holiday Inn-Renton	Renton	226-7700	\$59-79
Hyatt Regency	Bellevue	462-1234	\$89-109
Marriott Sea-Tac	Seattle	241-2000	
Quality Inn	Everett	745-2555	\$55-61
Quality Inn Sea-Tac	Seattle	246-9110	\$48-53
Radisson Seattle Airport	Seattle	244-6000	\$77-109
Red Lion Hotel-Bellevue	Bellevue	455-1300	\$69-125
Red Lion Hotel Sea-Tac	Seattle	246-8600	\$70-110
Sheraton Hotel & Towers	Seattle	621-9000	
Stouffer Madison Hotel	Seattle	583-0300	
West Coast Everett Pacific Hotel	Everett	339-3333	\$59-69
Westin Seattle	Seattle	728-1000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Adriatica	Seattle	285-5000	M
Cafe Alexis	Seattle	624-3646	M
Cafe Sophie	Seattle	441-6139	M
Canlis	Seattle	283-3313	ME
Fuller's	Seattle	621-9000	M
Georgian Room	Seattle	621-1700	ME
Gerard's Relais de Lyon	Seattle	485-7600	ME
Hunt Club	Seattle	622-6400	ME
*Ivar's Indian Salmon House	Seattle	632-0767	M
Labuznik	Seattle	441-8899	ME
Latitude 47	Seattle	284-1047	M
Prego's	Seattle	583-0300	M
Le Provençal	Kirkland	827-3300	M
Rover's	Seattle	325-7442	ME
*Ray's Boathouse	Seattle	789-3770	M
Salish Lodge Dining Room	Snoqualmie Falls	831-6517	M
Le Tastevin	Seattle	283-0991	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 13 mi. S
Time: 20-40 min.
Taxi: \$25.25
Limo: \$6.00

DAILY AUTO RENTAL

Average Rate: \$46.25

Notes: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

SPOKANE, WASH.

VITAL STATISTICS

Population: 362,200
Households: 142,000
Median Age: 33.1
Total EBI: \$4,298,036,000
Median Hshld. EBI: \$23,479
Total Retail Sales: \$2,989,839,000
Buying Power Index: 1399
Chamber of Commerce: 624-1393
Convention & Visitors Bureau: 624-1341
Telephone Area Code: 509

MEAL & LODGING COSTS

Avg. Daily Lodging: \$92.80
Meals: B-N.A.
L-N.A.
D-N.A.
PER DIEM
Total: N.A.
Index: N.A.
TAX RATES
Meals: 7.9%
Lodging: 7.9%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Cavanaugh's River Inn	Spokane	326-5577	\$73-87
Marriott Courtyard	Spokane	456-7600	\$58-80
Quality Inn-Valley Suites	Spokane	928-5218	\$55-80
Red Lion Motor Inn	Spokane	924-9000	\$79-100
Sheraton Hotel	Spokane	455-9600	\$69-97
Westcoast Ridpath	Spokane	838-2711	\$65-85

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Cavanaugh's Inn at the Park	Spokane	326-8000	\$62-80
Red Lion Motor Inn	Spokane	924-9000	\$53-79
Sheraton Hotel	Spokane	455-9600	
Westcoast Ridpath	Spokane	838-2711	\$59-89

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Patsy Clark's	Spokane	838-8300	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6 mi. SW
Time: 15-20 min.
Taxi: \$12.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$44.00

METRO MARKET PROFILES

SPRINGFIELD, MASS.

VITAL STATISTICS

Population: 606,600
Households: 221,400
Median Age: 32.8
Total EBI: \$8,288,871,000
Median Hshld. EBI: \$28,208
Total Retail Sales: \$4,517,126,000
Buying Power Index: 2418
Chamber of Commerce: 787-1555
Convention & Visitors Bureau: 787-1548
Telephone Area Code: 413, 508 (West Brookfield)

MEAL & LODGING COSTS

Avg. Daily Lodging: \$121.00
Meals: B-\$7.59
L-\$8.45
D-\$17.96
PER DIEM
Total: \$155.00
Index: 102
TAX RATES
Meals: 5.0%
Lodging: 9.7%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Marriott Springfield	Springfield	781-7111	\$119-149
Northampton Hotel	Northampton	584-3100	\$74-134
Sheraton-Monarch Place	Springfield	781-1010	\$110-140

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Marriott Springfield	Springfield	781-7111	\$69-115
Ramada West	West Springfield	781-8750	\$55-65
Sheraton-Monarch Place	Springfield	781-1010	\$75-125

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Beardsley's Cafe	Northampton	586-2699	M
Delany House	Holyoke	532-1800	M
Halbrahaus	West Springfield	737-4905	M-E
Old Starrowton Tavern	West Springfield	732-4188	M
Salem Cross Inn	West Brookfield	867-8337	M
Yankee Pedlar	Holyoke	532-9494	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 18 mi. S
Time: 30 min.
Taxi: \$28.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$42.75

ST. LOUIS, MO.

VITAL STATISTICS

Population: 2,456,900
Households: 929,000
Median Age: 33.2
Total EBI: \$36,858,818,000
Median Hshld. EBI: \$31,099
Total Retail Sales: \$18,177,891,000
Buying Power Index: 1,0241
Chamber of Commerce: 444-1150
Convention & Visitors Bureau:
800-325-7962/421-1023
Telephone Area Code: 314

MEAL & LODGING COSTS

Avg. Daily Lodging: \$105.61
Meals: B-\$6.87
L-\$11.32
D-\$20.76
PER DIEM
Total: \$144.56
Index: 95
TAX RATES
Meals: 6.0%
Lodging: 9.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	St. Louis	241-7400	\$135-150
Best Western Henry VIII	St. Louis	731-3040	\$65-95
Cheshire Inn & Lodge	Richmond Heights	647-7300	\$86-110
Doubletree Hotel & Conference Center	Chesterfield	532-5000	\$135-150
Frontenac Grand Hotel & Conference Center	St. Louis	993-1100	\$77-111
Hilton Danielle	Clayton	721-0101	\$89-129
Hilton Hotel-Airport	Berkeley	426-5500	\$89-150
Holiday Inn-Airport	Berkeley	427-4700	\$82-107
Oakland Park	St. Louis	821-6600	\$67-83
Holiday Inn-Southwest	St. Louis	436-2355	\$155
Hotel Majestic	St. Louis	231-1234	\$99-155
Hyatt Regency-Union Station	St. Louis	423-9700	\$125-150
Marriott Airport	St. Louis	993-0515	\$78-102
Marriott Courtyard	St. Louis	241-9111	\$78-88
Marriott Courtyard	St. Louis	421-1776	\$125-145
Marriott Pavilion	St. Louis	421-2500	\$75
Mayfair Suites	Clayton	726-5400	\$70-95
Radisson Hotel	Wentzville	327-7001	\$35-65
Ramada Inn	Maryland Heights	434-5010	\$94-125
Sheraton Plaza	Lemay	892-3600	\$73-88
Sheraton South	Maryland Heights	878-1500	\$94-125
Sheraton West Port Inn	Berkeley	429-1100	\$119-149
Stouffer Concourse			

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark	St. Louis	241-7400	
Clarion Hotel	St. Louis	241-9500	\$65-90
Doubletree Hotel & Conference Center	Chesterfield	532-5000	\$180-155
Frontenac Grand Hotel & Conference Center	St. Louis	993-1100	
Hilton Hotel-Airport	Berkeley	426-5500	
Holiday Inn-Clayton Plaza	Clayton	863-0400	\$50-85
Holiday Inn-Riverfront	St. Louis	621-8200	\$49-99
Hyatt Regency-Union Station	St. Louis	231-1234	\$105-185
Marriott Airport	St. Louis	423-9700	\$65-135
Marriott Pavilion	St. Louis	421-1776	\$65-105
Radisson-Airport	Bridgeton	291-6700	\$69-119
Ritz-Carlton St. Louis	St. Louis	863-6300	\$110-185
Sheraton Plaza	Maryland Heights	434-5010	\$62-98
Sheraton St. Louis	St. Louis	231-5100	
Sheraton West Port Inn	Maryland Heights	878-1500	\$62-94
Stouffer Concourse	Berkeley	429-1100	\$59-109

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Agostino's Colosseum	Creve Coeur	434-2959	M-E
Al Baker's	Richmond Hill	863-8878	M
*Anthony's	St. Louis	231-2434	M-E
L'Auberge Bretonne	Clayton	721-0100	M
Benedetto's	Des Peres	821-2555	M
Boccaccio's	St. Charles	947-7737	M
Bruno's Little Italy	St. Louis	781-5988	M
Cafe De France	St. Louis	231-2204	M-E
Chez Louis	Clayton	863-8400	M
Dominic's	St. Louis	771-1632	M
Fio's La Fourchette	Richmond Heights	863-6866	M
G P Agostino's	Ellisville	391-5480	M
Gian Peppe's	St. Louis	772-3303	M
Giovanni's	St. Louis	772-5958	M
Giovanni's Little Place	Bailwin	227-7230	M
John Mineo's	Town & Country	434-5244	M
John Mineo's II & Pauls	St. Louis	421-2324	M
Port St. Louis	Clayton	727-1142	M
The Restaurant	St. Louis	863-6300	M
*Tony's	St. Louis	231-7007	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 13 mi. NW
Time: 20-30 min.
Taxi: \$16.50
Limo: \$6.00

DAILY AUTO RENTAL

Average Rate: \$45.25

Notes: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

SYRACUSE, N.Y.

VITAL STATISTICS

Population: 661,000
Households: 244,300
Median Age: 32.2
Total EBI: \$9,462,606,000
Median Hshld. EBI: \$29,574
Total Retail Sales: \$4,863,427,000
Buying Power Index: 2685
Chamber of Commerce: 470-1800
Convention & Visitors Bureau:
800-234-4797/470-1800
Telephone Area Code: 315

MEAL & LODGING COSTS

Avg. Daily Lodging: \$104.50
Meals: B-\$6.28
L-\$9.90
D-\$19.18
PER DIEM
Total: \$139.86
Index: 92
TAX RATES
Meals: 7.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Captain's Quarters	Oswego	342-4040	\$65-135
Embassy Suites	East Syracuse	446-3200	\$99-149
Hilton at Syracuse Square	Syracuse	471-7300	\$79-124
Holiday Inn-North	North Syracuse	457-4000	\$80-95
Hotels at Syracuse Square	Syracuse	422-5121	\$57-80
Marriott Courtyard	Syracuse	432-0300	\$75-90
Marriott Syracuse	East Syracuse	432-0200	\$140-175
Quality Inn Riverside	Fulton	593-2444	\$65-87
Sheraton Inn Syracuse	Liverpool	457-1122	\$83-140
Sheraton University Inn & Conference Center	Syracuse	475-3000	\$124-148

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton at Syracuse Square	Syracuse	422-5121	\$57-97
Marriott Syracuse	East Syracuse	432-0200	\$70-130
Sheraton Inn Syracuse	Liverpool	457-1122	\$69-130
Sheraton University Inn & Conference Center	Syracuse	475-3000	\$88-104

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Broe Loch Inn	Cazenovia	655-3431	M
Crittella's Ristorante	Manlius	682-4230	M
Krebs	Skaneateles	685-5714	ME
Nikki's Downtown	Syracuse	424-1172	M
Park Circle	Syracuse	428-0647	M
Sterio's Landmark	Syracuse	472-8883	M

AIRPORT-TO-CITY TRANSPORTATION

Distances: 6.5 mi. NE

Time: 10-15 min.

Taxi: \$10.50

Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$49.75

TACOMA, WASH.**VITAL STATISTICS**

Population: 594,700

Households: 217,900

Median Age: 31.3

Total EBI: \$6,857,644,000

Median Hshld. EBI: \$24,514

Total Retail Sales: \$4,066,724,000

Buying Power Index: 2129

Chamber of Commerce: 627-2175

Convention & Visitors Bureau: 627-2836

Telephone Area Code: 206

MEAL & LODGING COSTS

Avg. Daily Lodging: \$62.83

Meals: F-N.A.

L-N.A.

D-N.A.

PER DIEM

Total: N.A.

Index: N.A.

TAX RATES

Meals: 8.2%

Lodging: 14.2%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Tacoma	Tacoma	535-2880	\$56-75
La Quinta	Tacoma	383-0146	\$55-67
Royal Coachman	Tacoma	922-2500	\$54-70

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Sheraton Tacoma Hotel	Tacoma	572-3200	\$85-95

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Lobster Shop South	Tacoma	759-2165	M
Pacific Rim	Tacoma	627-1009	M
The Rose Room	Tacoma	591-4155	M

AIRPORT-TO-CITY TRANSPORTATION

Distances: 23 mi. N

Time: 30-45 min.

Taxi: \$36.00

Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$35.22

TAMPA-ST. PETERSBURG-CLEARWATER, FLA.**VITAL STATISTICS**

Population: 2,110,100

Households: 887,400

Median Age: 38.9

Total EBI: \$29,695,225,000

Median Hshld. EBI: \$24,976

Total Retail Sales: \$16,910,792,000

Buying Power Index: 8733

Chamber of Commerce: 228-7777/

821-4069/461-0011

Convention & Visitors Bureau: 800-826-

8358/223-1111/892-7892/461-0011

Telephone Area Code: 813

MEAL & LODGING COSTS

Avg. Daily Lodging: \$130.74

Meals: B-\$7.72

L-\$8.15

D-\$20.41

PER DIEM

Total: \$167.02

Index: 110

TAX RATES

Meals: 6-7.0%

Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Alden Hotel	St. Petersburg Bch.	360-7081	\$109-144
Best Western Seastone Resort	Clearwater Beach	441-1722	\$89-99
Clearwater Beach Hotel	Clearwater Beach	441-2425	\$125-160
Guest Quarters	Tampa	875-1555	\$99-119
Guest Quarters on Tampa Bay	Tampa	888-8800	\$130-150
Hilton	Clearwater Beach	447-9565	\$108-181
Hilton & Towers	St. Petersburg	894-5000	\$79-139
Hilton Inn	St. Petersburg Bch.	360-1811	\$110-155
Hilton-Airport	Tampa	877-6688	\$95-160
Hilton-Redington Beach	N. Redington Beach	391-4000	\$110-175
Holiday Inn-Airport	Clearwater	577-9100	\$81-106
Holiday Inn-Sabal Park	Tampa	623-6363	\$95-125
Holiday Inn-Sunrise	Clearwater Beach	461-3222	\$135-220
Hyatt Regency	Tampa	225-1234	\$150-165
Marriott-Airport	Tampa	879-5151	\$99-185
Marriott-Westshore	Tampa	287-2555	\$150-160
Marriott Courtyard	Clearwater	572-8484	\$77-90
Marriott Courtyard	Tampa	874-0555	\$89-99
Omni-Westshore	Tampa	289-8200	\$125-140
Radisson Bay Harbor Inn	Tampa	281-8900	\$99-129
Radisson Suite Resort	Clearwater Beach	596-1100	\$150-190
Sandpiper Beach	St. Petersburg Bch.	360-5551	\$121-169
Sheraton Sand Key Resort	Clearwater Beach	595-1611	\$123-183
Sheraton Tampa East	Tampa	626-0999	\$79-109
Trade Winds	St. Petersburg Bch.	367-6461	\$159-199

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Don Cesar (a Registry Resort)	St. Petersburg Bch.	360-1881	\$100-206
Hilton-Airport	Tampa	877-6688	\$65-115
Hilton & Towers	St. Petersburg	894-5000	\$79-119
Holiday Inn-Airport	Tampa	879-4800	
Holiday Inn-Ashley Plaza	Tampa	223-1351	\$58-68
Holiday Inn-Sabal Park	Tampa	623-6363	\$75-105
Hyatt Regency	Tampa	225-1234	
Hyatt Regency Westshore	Tampa	874-1234	
Innisbrook Resort	Tarpon Springs	942-2000	\$65-175
Marriott-Airport	Tampa	879-5151	
Marriott-Westshore	Tampa	287-2555	\$60-140
Omni-Westshore	Tampa	289-2800	\$59-125
Radisson Bay Harbor Inn	Tampa	281-8900	\$69-109
Radisson Suite Resort	Clearwater Beach	596-1100	\$85-160
Ramada Hotel-Airport	Tampa	877-0534	\$45-69
Ramada Resort & Conference Center	Tampa	933-4011	\$49-69
Saddlebrook Resort	Wesley Chapel	973-1111	\$75-300
Safety Harbor Spa & Conference Center	Safety Harbor	726-1161	\$65-185
Sheraton Grand Hotel	Tampa	286-4400	\$70-125
Sheraton Sand Key Resort	Clearwater Beach	595-1611	
Trade Winds	St. Petersburg Bch.	367-6461	\$90-160
Wyndham Harbour Island	Harbour Island	229-5000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Armani's	Tampa	874-1234	M
Basta's	St. Petersburg	894-7880	M
Benley's	Clearwater	797-1177	M
*Bern's Steak House	Tampa	251-2421	ME
Black Swan	Clearwater	535-7926	M
Bob Heilman's Beachcomber	Clearwater Beach	442-4144	M
Columbia	Tampa	248-4961	M
Cypress Room	Wesley Chapel	973-1111	M
*Donatello	Tampa	875-6660	M
Harbour View	Harbour Island	229-5001	M
King Charles	St. Petersburg Bch.	360-1881	ME
Le Pompano	Indian Shores	596-0333	M
RG's at City Center	Tampa	229-5536	M
Seaport Inn	Port Richey	863-5402	M
Wine Cellar	N. Redington Beach	393-3491	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. NW

Time: 10-15 min.

Taxi: \$14.00

Limo: \$10.00

DAILY AUTO RENTAL

Average Rate: \$30.25

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

METRO MARKET PROFILES

TOLEDO, OHIO

VITAL STATISTICS

Population: 614,800
Households: 231,000
Median Age: 32.0
Total EBI: \$8,105,204,000
Median Hshld. EBI: \$27,210
Total Retail Sales: \$4,551,332,000
Buying Power Index: 2404
Chamber of Commerce: 243-8191
Convention & Visitors Bureau:
800-243-4667/321-6404
Telephone Area Code: 419

MEAL & LODGING COSTS

Avg. Daily Lodging: \$83.13
Meals: B-\$5.68
L-\$7.09
D-\$18.61
PER DIEM
Total: \$114.51
Index: 75
TAX RATES
Meals: 6.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Hotel	Toledo	381-6800	\$69-119
Holiday Inn-Southwyck	Toledo	381-8765	\$39-80
Marriott Courtyard	Holland	866-1001	\$70-80
Marriott Portside-Toledo	Toledo	241-1411	\$99-109

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-French Quarter	Perrysburg	874-3111	\$54-118
Marriott Portside-Toledo	Toledo	241-1411	\$49-65
Radisson	Toledo	241-3000	\$55-89
Sheraton Westgate	Toledo	535-7070	\$60-97

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Fifi's	Toledo	866-6777	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 17 mi. SW
Time: 20 min.
Taxi: \$28.00
Limo: \$15.00

DAILY AUTO RENTAL

Average Rate: \$48.00

TUCSON, ARIZ.

VITAL STATISTICS

Population: 677,900
Households: 266,200
Median Age: 32.8
Total EBI: \$7,683,515,000
Median Hshld. EBI: \$21,969
Total Retail Sales: \$4,617,475,000
Buying Power Index: 2404
Chamber of Commerce: 792-1212
Convention & Visitors Bureau:
800-638-8350/624-1817
Telephone Area Code: 602

MEAL & LODGING COSTS

Avg. Daily Lodging: \$95.42
Meals: B-\$7.46
L-\$9.56
D-\$18.50
PER DIEM
Total: \$130.94
Index: 86
TAX RATES
Meals: 7.0%
Lodging: 9.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Royal Sun	Tucson	746-0271	\$65-80
Clarion Hotel-Airport	Tucson	746-3932	\$50-110
Doubletree Hotel	Tucson	881-4200	\$110-120
Embassy Suites-Broadway	Tucson	745-2700	\$84-114
Embassy Suites Hotel & Conference Center	Tucson	573-0700	\$90-105
Hilton & Towers	Tucson	721-5600	\$95-105
Holiday Inn-Palo Verde Plaza	Tucson	746-1161	\$55-90
Marriott Courtyard-Airport	Tucson	573-0000	\$72-88
Park Tucson Hotel	Tucson	323-6262	\$105-155
Radisson Suite Hotel	Tucson	721-7100	\$115-125
Ramada Inn-Airport	Tucson	294-5250	\$55-99
Smuggler's Inn	Tucson	296-3292	\$49-95
Viscount Suite Hotel	Tucson	745-6500	\$122-132

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites Hotel & Conference Center	Tucson	573-0700	\$59-89
Holiday Inn-Broadway	Tucson	624-8711	
Holiday Inn-Palo Verde Plaza	Tucson	746-1161	
Loew's Ventana Canyon	Tucson	299-2020	\$210-305
Park Tucson Hotel	Tucson	323-6262	\$45-125
Ramada Inn-Downtown	Tucson	624-8341	
Sheraton El Conquistador	Tucson	742-7000	\$70-215
Westin La Paloma	Tucson	742-6000	
Westward Look Resort	Tucson	297-1151	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Anthony's in the Catalina's	Tucson	299-1771	M
Cafe Terra Cotta	Tucson	577-8100	M
Capriccio	Tucson	887-2333	M
Charles	Tucson	296-7173	M
Daniel's	Tucson	742-3200	M
Janos	Tucson	884-9426	M
Jerome's	Tucson	721-0311	M
Olive Tree	Tucson	298-1845	M
Painted Desert	Tucson	795-8440	ME
Palomino	Tucson	795-5561	M
Scardato's	Tucson	792-3055	M
The Tack Room	Tucson	722-2800	ME
Ventana Room	Tucson	299-2020	M
La Villa	Tucson	577-5806	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. S
Time: 15-20 min.
Taxi: \$14.50
Limo: \$10.25

DAILY AUTO RENTAL

Average Rate: \$41.25

TULSA, OKLA.

VITAL STATISTICS

Population: 711,000
Households: 278,100
Median Age: 33.0
Total EBI: \$8,805,237,000
Median Hshld. EBI: \$24,266
Total Retail Sales: \$5,239,853,000
Buying Power Index: 2695
Chamber of Commerce: 585-1201
Convention & Visitors Bureau:
800-558-3311/585-1201
Telephone Area Code: 918

MEAL & LODGING COSTS

Avg. Daily Lodging: \$104.70
Meals: B-\$5.78
L-\$8.55
D-\$18.42
PER DIEM
Total: \$137.47
Index: 90
TAX RATES
Meals: 7.0%
Lodging: 12.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Doubletree at Warren Place	Tulsa	495-1000	\$104-134
Doubletree Downtown	Tulsa	587-8000	\$99-139
Embassy Suites	Tulsa	622-4000	\$109-124
Holiday Inn-Tulsa	Tulsa		
Central Holiday	Tulsa	663-4541	\$54-61
Sheraton Kensington	Tulsa	493-7000	\$89-134

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Camelot Hotel	Tulsa	747-8811	\$49-75
Doubletree at Warren Place	Tulsa	495-1000	
Doubletree Downtown	Tulsa	587-8000	\$59-89
Grandview Hotel	Tulsa	492-5000	
Marriott Hotel	Tulsa	627-5000	\$49-98
Park Plaza Hotel	Tulsa	622-7000	\$35-97
Sheraton Kensington	Tulsa	493-7000	
Westin Williams Center	Tulsa	582-9000	\$70-100

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Atlantic Sea Grill	Tulsa	252-7966	M
Fountains	Tulsa	749-9916	M
Montagues Grill	Tulsa	582-9000	ME

AIRPORT-TO-CITY TRANSPORTATION

Distance: 9 mi. NE
Time: 15-20 min.
Taxi: \$12.75
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: \$38.75

WASHINGTON, D.C.

VITAL STATISTICS

Population: 3,988,400
Households: 1,482,700
Median Age: 32.6
Total EBI: \$79,218,897,000
Median Hshld. EBI: \$42,929
Total Retail Sales: \$32,925,657,000
Buying Power Index: 1.9964
Chamber of Commerce: 347-7201
Convention & Visitors Bureau: 789-7000
Telephone Area Code: 202

MEAL & LODGING COSTS

Avg. Daily Lodging: \$202.63
Meals: B-\$8.85
L-\$15.75
D-\$24.96
PER DIEM
Total: \$252.19
Index: 165
TAX RATES
Meals: 6.0%
Lodging: 11.0%

HOTELS/MOTELS (District of Columbia Only)

NAME	QUADRANT	PHONE	RATES
Channel Inn	SW	554-2400	\$100-135
Embassy Suites-Chevy Chase Pavilion	NW	362-9300	\$140-155
Grand Hotel	NW	429-0100	\$210-250
Grand Hyatt Washington	NW	582-1234	\$189-264
Henley Park	NW	638-5200	\$145-235
Hilton & Towers	NW	483-3000	\$166-256
Hilton Hotel-Capitol	NW	393-1000	\$205-250
Holiday Inn-Crowne Plaza	NW	737-2200	\$165-205
Hyatt Regency	NW	737-1234	\$169-230
J.W. Marriott	NW	393-2000	\$199-274
Jefferson Hotel	NW	347-2200	\$190-300
Loews L'Enfant Plaza	SW	484-1000	\$145-225
Madison Hotel	NW	862-1600	\$195-420
One Washington Circle	NW	872-1680	\$125-300
Radisson Park Terrace	NW	232-7000	\$119-149
Ramada Renaissance-Techworld	NW	898-9000	\$155-215
Washington Court-Capitol Hill	NW	628-2100	\$160-300
Washington Vista	NW	429-1700	\$145-245
Wyndham Bristol	NW	955-6400	\$155-215

MEETING SITES/CONFERENCE CENTERS

NAME	QUADRANT	PHONE	GROUP RATES
Ana Hotel	NW	429-2400	
Georgetown University Conference Center	NW	625-4763	
Grand Hyatt Washington	NW	582-1234	
Hilton & Towers	NW	483-3000	\$177-267
Hilton Hotel-Capitol	NW	393-1000	\$125-225
Hyatt Regency	NW	737-1234	
J.W. Marriott	NW	393-2000	\$165-244
Loews L'Enfant Plaza	SW	484-1000	
Madison Hotel	NW	862-1600	\$195-285
Marriott Washington	NW	872-1500	\$95-200
Omni Shoreham Hotel	NW	234-0700	\$195-215
Park Hyatt	NW	789-1234	
Radisson Park Terrace	NW	232-7000	\$89-169
Ramada Renaissance-Techworld	NW	898-9000	\$155-195
Sheraton Washington Hotel	NW	232-2571	
The Stouffer Mayflower	NW	347-3000	\$135-260
Washington Court-Capitol Hill	NW	628-2100	\$99-209
Washington Plaza Hotel	NW	842-1300	\$90-130
Washington Vista	NW	429-1700	\$115-195
Willard Inter-Continental Hotel	NW	628-9100	\$165-244

RESTAURANTS

NAME	QUADRANT	PHONE	PRICE CODE
Adirondacks	NW	682-1840	M
Aux Beaux Champs	NW	342-0444	ME
Bombay Club	NW	654-3727	M
La Colline	NW	737-0400	M
Colonnade Room	NW	457-5000	ME
Dominique's	NW	452-1126	M
Filomena Italian Brasserie	NW	338-8800	ME
Galileo's	NW	293-7191	M
Germaine's	NW	965-1185	M
I Ricchi	NW	835-0549	M
Jean Louis	NW	298-4488	E
Jean Pierre	NW	466-2022	ME
Jockey Club	NW	659-8000	M
John Hay Room	NW	638-6600	M
Le Lion D'Or	NW	296-7972	ME
Maison Blanche/Rive Gauche	NW	842-0070	M
Melrose	NW	955-3899	M
Mr. K's	NW	331-8868	ME
Morton's of Chicago	NW	342-6258	M
Occidental	NW	783-1475	M
*Old Ebbitt Grill	NW	347-4800	M
Prime Rib	NW	466-8811	ME
Roof Terrace	NW	416-8555	M
*Ruth's Chris Steak House	NW	797-0033	ME

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Sam & Harry's	NW	296-4333	M
Sea Catch	NW	337-8855	M
1789	NW	965-1789	M
Taberna del Alabardero	NW	429-2200	M
Tiberio	NW	452-1915	ME
Twenty-One Federal	NW	331-9771	M
Vincenzo	NW	667-0047	M
Willard Room	NW	628-9100	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: National-4 mi. S
Dulles-26 mi. W

Time: National-20 min.
Dulles-45-60 min.

Taxi: National-\$11.50
Dulles-\$39.00

Limo: National-N.A.
Dulles-\$12.00

DAILY AUTO RENTAL

Average Rate: \$45.25

Notes: The District of Columbia is divided into four quadrants that emanate from the Capital building. They are NE (Northeast), NW (Northwest), SE (Southeast), and SW (Southwest). All D.C. addresses carry one of these designations, and listings of Hotels/Motels, Meeting Sites/Conference Centers, and Restaurants are followed by the appropriate location indicator. In the Restaurant listings, an asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

WEST PALM BEACH-BOCA RATON-DELRAY BEACH, FLA.

VITAL STATISTICS

Population: 896,400
Households: 379,800
Median Age: 40.3
Total EBI: \$16,306,397,000
Median Hshld. EBI: \$31,461
Total Retail Sales: \$8,040,924,000
Buying Power Index: 4378
Chamber of Commerce: 833-3711/
395-4433/278-0424
Convention & Visitors Bureau:
800-833-5733/471-3995
Telephone Area Code: 407

MEAL & LODGING COSTS

Avg. Daily Lodging: \$144.79
Meals: B-\$5.60
L-\$9.08
D-\$21.11
PER DIEM
Total: \$180.58
Index: 125
TAX RATES
Meals: 6.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Brazilian Court	Palm Beach	653-7740	\$210-315
Crown Sterling Suites	Boca Raton	997-9500	\$115-135
Embassy Suites	Boca Raton	994-8200	\$89-110
Hilton Palm Beach	Palm Beach	586-6542	\$160-250
Hilton-Airport	West Palm Beach	684-9400	\$115-170
Hilton-Jupiter Beach	Jupiter	746-2511	\$140-340
Holiday Inn 195 & Glades	Boca Raton	368-5200	\$99-125
Holiday Inn-Catalina	Boynton Beach	737-4600	\$49-119
Holiday Inn-Singer Island	Riviera Beach	848-3888	\$135-205
Marriott Courtyard	West Palm Beach	640-9000	\$64-105
Marriott Crocker Center	Boca Raton	392-4600	\$109-184
Marriott Hotel	Palm Beach Gardens	622-8888	\$99-145
Ramada Hotel	Boca Raton	395-6850	\$75-125
Ramada Hotel	West Palm Beach	833-1234	\$85-200
Radisson Suites	Boca Raton	483-3600	\$149-199
Radisson Suites	West Palm Beach	622-1000	\$149-199
Royce Hotel	West Palm Beach	689-6400	\$119-141
Sheraton Inn	West Palm Beach	689-6100	\$99-110
Sheraton Ocean Inn	Riviera Beach	842-6171	\$109-158

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Boca Raton Resort & Club	Boca Raton	395-3000	\$110-335
Breakers Hotel	Palm Beach	655-6611	
Hilton-Airport	West Palm Beach	684-9400	
Holiday Inn-Airport	West Palm Beach	659-3880	
Marriott Crocker Center	Boca Raton	392-4600	
Marriott Hotel	Palm Beach Gardens	622-8888	
Ocean Grand	Palm Beach	582-2800	\$100-300
PGA National Resort	Palm Beach Gardens	627-2000	\$95-265
Quality Suites	Boca Raton	994-8200	
Ramada Resort	West Palm Beach	833-1234	
Royce Hotel	West Palm Beach	689-6400	\$55-110
Sheraton Boca Raton	Boca Raton	368-5252	\$49-95

METRO MARKET PROFILES

WEST PALM BEACH-BOCA RATON-DELRAY BEACH, FLA. (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Arturo's Ristorante	Boca Raton	997-7373	M
Auberge Le Grillon	Boca Raton	997-6888	M
Backstage	Jupiter	747-9533	M
Benvenuto	Boynton Beach	364-0600	M
*Boca Raton Hotel & Club	Boca Raton	395-3000	E
Butlers	Palm Beach	659-5800	M
Cafe Chardonnay	Palm Beach Gardens	627-2662	M
Cafe Coconut	North Palm Beach	694-6900	M
Cafe Du Parc	Lake Park	845-0529	M
Cafe L'Europe	Palm Beach	655-4020	M
Canal Street Grille	Delray Beach	278-7816	M
Charley's Crab	Jupiter	744-4710	M
Charley's Crab	Palm Beach	659-1500	M
Chez Marcel	Boca Raton	368-6553	ME
Conrad's	Boca Raton	395-0633	M
The Dining Room	Palm Beach	659-7840	ME
Explorers	Palm Beach Gardens	627-2000	M
La Finestra	Boca Raton	392-1838	M
Gazebo Cafe	Boca Raton	395-6033	M
Gerard's	Boca Raton	746-5959	M
J.T.'s Restaurant & Atrium Cafe	Boca Raton	241-9366	M
Joe Muer Seafood	Boca Raton	997-6688	M
Maxaluna	Boca Raton	391-7177	ME
Morada Grille	Boca Raton	395-0805	M
Providencia and Bistro	Palm Beach	655-2600	M
Raffaello's	Boca Raton	392-4855	M
The Restaurant	Palm Beach	582-2800	M
Roberto	Boca Raton	362-8722	ME
St. Honoré	Palm Beach Gardens	627-9099	E
La Vieille Maison	Boca Raton	391-6701	ME

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. W

Time: 15 min.

Taxi: \$7.50

Time: N.A.

DAILY AUTO RENTAL

Average Rate: \$18.94

Note: An asterisk (*) indicates a 1991 S&MM BEDA (Business Executives' Dining Award) winner.

WICHITA, KANS.

VITAL STATISTICS

Population: 458,600
Households: 176,700
Median Age: 31.9
Total EBI: \$7,123,432,000
Median Hshld. EBI: \$30,264
Total Retail Sales: \$3,460,419,000
Buying Power Index: 1957
Chamber of Commerce: 265-7771
Convention & Visitors Bureau:
800-288-9424/265-2800
Telephone Area Code: 316

MEAL & LODGING COSTS

Avg. Daily Lodging: \$83.90
Meals: B-\$6.34
L-\$6.68
D-\$11.62
PER DIEM
Total: \$108.54
Index: 71
TAX RATES
Meals: 5.25%
Lodging: 11.25%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton East	Wichita	686-7131	\$75-95
Holiday Inn-East	Wichita	685-1281	\$54-75
Imperial Suites	Wichita	945-2600	\$64-75
Marriott Wichita	Wichita	651-0333	\$99-119
Wichita Royale	Wichita	263-2101	\$74-109

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Airport	Wichita	945-5272	\$60-75
Hilton East	Wichita	686-7131	\$50-79
Marriott Wichita	Wichita	651-0333	\$99-109
Ramada Hotel			
Broadview Place	Wichita	262-5000	\$56-195

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Olive Tree	Wichita	636-1100	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6 mi. SW

Time: 10-15 min.

Taxi: \$7.50

Time: N.A.

DAILY AUTO RENTAL

Average Rate: \$41.25

WILMINGTON, DEL.

VITAL STATISTICS

Population: 584,400
Households: 214,900
Median Age: 32.9
Total EBI: \$9,027,959,000
Median Hshld. EBI: \$32,750
Total Retail Sales: \$4,899,791,000
Buying Power Index: 2569
Chamber of Commerce: 655-7221
Convention & Visitors Bureau:
800-422-1181/652-4088
Telephone Area Code: 302

MEAL & LODGING COSTS

Avg. Daily Lodging: \$106.00
Meals: B-\$6.97
L-\$11.63
D-\$20.97
PER DIEM
Total: \$145.57
Index: 96
TAX RATES
Meals: None
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western El Capitan	Wilmington	656-9436	\$50-86
Christina House	Wilmington	656-9300	\$125
Hilton Hotel	Claymont	792-2700	\$85-133
Hilton Inn Christina	Newark	454-1500	\$105-130
Marriott Suites	Wilmington	654-8300	\$140-160
Radisson Wilmington	Wilmington	655-0400	\$59-134
Ramada Inn	New Castle	658-8511	\$67-85

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Hotel	Claymont	792-2700	\$65-115
Hilton Inn Christina	Newark	454-1500	
Marriott Suites	Wilmington	654-8300	
Radisson Wilmington	Wilmington	655-0400	\$45-109

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Greenery	Wilmington	652-1404	M
Lynnhaven Inn	New Castle	328-2041	M
Silk Purse	Wilmington	654-7666	ME
Vincent's	Wilmington	652-5142	ME

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. S

Time: 10-12 min.

Taxi: \$14.00

Time: N.A.

DAILY AUTO RENTAL

Average Rate: \$32.50

WORCESTER-FITCHBURG-LEOMINSTER, MASS.

VITAL STATISTICS

Population: 717,500
Households: 263,200
Median Age: 33.1
Total EBI: \$10,995,940,000
Median Hshld. EBI: \$32,267
Total Retail Sales: \$5,436,267,000
Buying Power Index: 3046
Chamber of Commerce: 753-2924
Convention & Visitors Bureau: 753-2920
Telephone Area Code: 508

MEAL & LODGING COSTS

Avg. Daily Lodging: \$98.00
Meals: B-\$6.72
L-\$9.61
D-\$22.53
PER DIEM
Total: \$136.86
Index: 90
TAX RATES
Meals: 5.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Beechwood Inn	Worcester	754-5789	\$100-110
Holiday Inn	Worcester	852-4000	\$68-85
Marriott Worcester	Worcester	791-1600	\$121-141
Ramada Inn-Yankee Drummer	Auburn	832-3221	\$80-94
Sheraton Hotel	Leominster	534-9000	\$59-99
Sturbridge Host Hotel & Conference Center	Sturbridge	347-7393	\$89-130

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn	Worcester	852-4000	\$85-130
Marriott Westborough	Westborough	366-5511	\$52-105
Marriott Worcester	Worcester	791-1600	\$55-107
Sheraton Tara	Worcester	879-7200	\$75-120

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
------	------	-------	------------

Whistling Swan

Sturbridge

347-2321

M

AIRPORT-TO-CITY TRANSPORTATION

Distances: 5 mi. W

Times: 20 min.

Taxis: \$8.50

Limes: N.A.

DAILY AUTO RENTAL

Average Rate: \$37.46

CANADIAN MARKETS**CALGARY, ALBERTA, CANADA****VITAL STATISTICS**

Population: 783,800

Households: 298,500

Median Age: N.A.

Total EBI: \$13,476,905,000*

Average Month. EBI: \$45,149*

Total Retail Sales: \$8,328,748,000*

Buying Power Index: 3.4390

Chamber of Commerce: 263-7435

Convention & Visitors Bureau: 263-8510/
800-661-1678

Telephone Area Code: 403

MEAL & LODGING COSTS*

Avg. Daily Lodging: \$133.61

Meals: B-\$8.05

L-\$9.05

D-\$18.72

PER DIEM*

Total: \$169.43

Index: 90

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
------	------	-------	--------

Best Western Hospitality Inn

Calgary

278-5050

\$88-101

Best Western Kananaskis Inn

Kananaskis Village

591-7500

\$70-105

Blackfoot Inn

Calgary

252-2253

\$94-99

CP Chateau Airport

Calgary

291-2600

\$99-140

Delta Bow Valley

Calgary

266-1980

\$150-165

Hotel Kananaskis

Kananaskis Village

591-7711

\$130-180

Lodge at Kananaskis

Kananaskis Village

591-7711

\$100-160

Palliser Hotel

Calgary

262-1234

\$160-180

Sheraton Cavalier

Calgary

291-0107

\$110-120

Skyline Plaza

Calgary

266-7331

\$168-179

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
------	------	-------	-------------

Best Western Hospitality Inn

Calgary

278-5050

CP Chateau Airport

Calgary

291-2600

Delta Bow Valley

Calgary

266-1980

Marlborough Inn

Calgary

248-8888

Palliser Hotel

Calgary

262-1234

Ramada Hotel Downtown

Calgary

263-7300

Sandman Hotels & Inns

Calgary

237-8626

Sheraton Cavalier

Calgary

291-0107

Westin Hotel Calgary

Calgary

266-1611

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
------	------	-------	------------

Caesar's Steak House

Calgary

264-1222

M-E

Franz's Gasthaus

Calgary

228-6882

M

Hy's Calgary Steak House

Calgary

263-2222

M

Inn on Lake Bonavista

Calgary

271-6711

M

Mama's Ristorante

Calgary

276-9744

M

Owl's Nest

Calgary

267-2823

M-E

Panorama

Calgary

266-7070

M

AIRPORT-TO-CITY TRANSPORTATION*

Distances: 5 mi. NE

Times: 30 min.

Taxis: \$15.50

Limes: \$6.00

DAILY AUTO RENTAL*

Average Rate: \$39.39

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

MONTREAL, QUEBEC, CANADA**VITAL STATISTICS**

Population: 3,145,400

Households: 1,252,900

Median Age: N.A.

Total EBI: \$47,193,898,000*

Average Month. EBI: \$37,668*

Total Retail Sales: \$25,685,950,000*

Buying Power Index: 11.8368

Chamber of Commerce: 288-9090

Convention & Visitors Bureau: 844-5400

Telephone Area Code: 514

MEAL & LODGING COSTS*

Avg. Daily Lodging: \$135.83

Meals: B-\$9.04

L-\$16.68

D-\$21.87

PER DIEM*

Total: \$182.92

Index: 98

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
------	------	-------	--------

Le Chateau Champlain

Montreal

878-9000

\$179-199

Chateau Versailles

Montreal

933-3611

\$90-139

La Citadelle

Montreal

844-8851

\$115-160

Delta Montreal

Montreal

286-1986

\$145-160

Holiday Inn Crowne Plaza

Montreal

842-6111

\$120-160

Hostellerie Les Trois Tilleuls

St-Marc-sur-Richelieu

584-2231

\$92-145

Hostellerie Rive Gauche

Beloeil

467-4650

\$92-145

Hotel Des Gouverneurs

Longueuil

651-6510

\$90-110

Howard Johnson Plaza Hotel

Montreal

842-3961

\$111-116

Le Pavillon

Montreal

731-7821

\$103-129

Queen Elizabeth

Montreal

861-3511

\$150-215

Ramada Renaissance Du Parc

Montreal

288-6666

\$135-160

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
------	------	-------	-------------

Auberge Universel

Montreal

253-3365

Le Chateau Champlain

Montreal

878-9000

Le Chateau de L'Aéroport

Mirabel

476-1611

Delta Montreal

Montreal

286-1986

Le Grand Hotel

Montreal

879-1370

Hilton Airport

Dorval

631-2411

Hilton Bonaventure

Montreal

878-2332

Holiday Inn-Longueuil

Montreal

670-3030

Holiday Inn Airport

Dorval

739-3391

Holiday Inn Crowne Plaza

Montreal

842-8581

Hotel des Gouverneurs

Montreal

842-4881

Place Dupis

Montreal

842-3961

Howard Johnson Plaza Hotel

Montreal

285-1450

Meridien Montreal

Montreal

861-3511

Queen Elizabeth

Montreal

256-9011

Ramada-Olympic Park

Ville Saint Laurent

342-2262

Ramada Hotel Airport

Montreal

866-4611

Ramada Renaissance Du Parc

Montreal

288-6666

Ritz-Carlton

Montreal

842-4212

Sheraton Centre

Montreal

878-2000

Sheraton Laval

Laval

687-2440

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
------	------	-------	------------

Au Tournant De La Riviere

Carignan

658-7372

E

Auberge Le Vieux St. Gabriel

Montreal

878-3561

M

Aux Chantingnoles

Montreal

423-6341

M-E

Cafe De Paris

Montreal

842-4212

M-E

Le Cafe Fleuri

Montreal

285-1450

M

Le Castillon

Montreal

878-2332

M-E

Le Caveau

Montreal

844-1624

M

Les Chenets

Montreal

844-1842

METRO MARKET PROFILES

OTTAWA, ONTARIO, CANADA

VITAL STATISTICS

Population: 894,100
Households: 341,400
Median Age: N.A.
Total EBI: \$16,044,222,000*
Average Hshld. EBI: \$46,995*
Total Retail Sales: \$5,588,741,000*
Buying Power Index: 3.4379
Chamber of Commerce: 238-4000
Convention & Visitors Bureau: 237-5150
Telephone Area Code: 613 (Ontario);
819 (Quebec)

MEAL & LODGING COSTS*

Avg. Daily Lodging: \$155.79
Meals: B-\$9.85
L-\$11.77
D-\$16.17
PER DIEM*
Total: \$183.58
Index: 103

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Albert at Bay	Ottawa	238-8858	\$95-145
Chateau Laurier	Ottawa	232-6411	\$109-199
Delta Ottawa	Ottawa	238-6000	\$140-175
Hilton Hotel	Ottawa	238-1500	\$160-190
Plaza De La Chaudiere	Hull, Quebec	778-3880	\$120-130
Radisson-Ottawa Centre	Ottawa	238-1122	\$150-170
Westin Ottawa	Ottawa	560-7000	\$169-229

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Chateau Laurier	Ottawa	232-6411	
Delta Ottawa	Ottawa	238-6000	
Novotel Ottawa	Ottawa	230-3033	
Radisson-Ottawa Centre	Ottawa	238-1122	
Skyline Ottawa	Ottawa	237-3600	
University of Ottawa	Ottawa	564-3463	
Westin Ottawa	Ottawa	560-7000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Cica Branko	Ottawa	234-0064	M
Stewart's Green Valley	Ottawa	225-8770	M

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 5 mi. S
Time: 20-30 min.
Taxi: \$17.00
Lim: \$5.50

DAILY AUTO RENTAL*

Average Rate: \$34.92

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

TORONTO, ONTARIO, CANADA

VITAL STATISTICS

Population: 3,663,300
Households: 1,320,100
Median Age: N.A.
Total EBI: \$69,603,814,000
Average Hshld. EBI: \$52,726*
Total Retail Sales: \$25,134,186,000*
Buying Power Index: 14.8835
Chamber of Commerce: 366-6811
Convention & Visitors Bureau: 368-9990
Telephone Area Code: 416

MEAL & LODGING COSTS*

Avg. Daily Lodging: \$157.25
Meals: B-\$8.19
L-\$15.15
D-\$21.77
PER DIEM*
Total: \$202.36
Index: 108

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Bradgate Arms	Toronto	968-1331	\$140-170
The Camberley Club Hotel	Toronto	947-9025	\$190-260
Delta Chelsea Inn	Toronto	595-1975	\$115-140
Delta Meadowdale Resort & Conference Center	Mississauga	821-1981	\$135-155
Hilton International-Airport	Mississauga	677-9900	\$124-160
Hilton International-Toronto	Toronto	869-3456	\$140-230
Holiday Inn-Crowne Plaza	Ettobicoke	675-7611	\$130-145
Holiday Inn on King	Toronto	599-4000	\$95-175

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Hotel Inter-Continental	Toronto	960-5200	\$169-235
Howard Johnson-East	Scarborough	439-6200	\$89-119
Howard Johnson Plaza			
The Westbury	Toronto	924-0611	\$102-162
King Edward	Toronto	863-9700	\$215-315
Marriott Airport	Rexdale	674-9400	\$134-170
Novotel-Toronto Centre	Toronto	367-8900	\$134-154
Park Plaza	Toronto	924-5471	\$175-245
Radisson-Dan Valley	Don Mills	449-4111	\$124-170
Radisson-Hotel Admiral	Toronto	364-5444	\$150-205
Ramada-Airport West	Mississauga	624-1144	\$104-122
Ramada-Dan Valley	Willowdale	493-9000	\$85-130
Ramada Renaissance	Toronto	961-8000	\$155-210
Regal Constellation	Ettobicoke	675-1500	\$88-135
Royal York	Toronto	368-2511	\$150-215
Sheraton Centre	Toronto	361-1000	\$125-215
Sheraton Hotel & Towers East	Scarborough	299-1500	\$145-160
Skyline Airport Tower	Rexdale	244-1711	\$99-149
Westin Harbour Castle	Toronto	869-1600	\$119-200

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Carlton Place	Rexdale	675-1234	
Best Western Primrose Hotel	Toronto	977-8000	
Bond Place Hotel	Toronto	362-6061	
Bristol Place Hotel	Rexdale	675-9444	
Chestnut Park Hotel	Toronto	977-5000	
Days Inn-Airport	Mississauga	678-1400	
Delta Chelsea Inn	Toronto	595-1975	
Delta Meadowdale Resort & Conference Center	Mississauga	821-1981	
Four Seasons	Yorkville	964-0411	
Four Seasons Inn on the Park	Don Mills	444-2561	
Hilton International-Airport	Mississauga	677-9900	
Hilton International-Toronto	Toronto	869-3456	
Holiday Inn-Downtown	Toronto	977-0707	
Holiday Inn-Yorkdale	Toronto	789-5161	
Holiday Inn-Crowne Plaza	Ettobicoke	675-7611	
Hospitality York	North York	735-5020	
L'Hotel	Toronto	597-1400	
Howard Johnson-Airport	Ettobicoke	675-6100	
Howard Johnson Plaza			
The Westbury	Toronto	924-0611	
Kempinski Sutton Place Hotel	Toronto	924-9221	
King Edward	Toronto	863-9700	
Markham Suites	Markham	470-8500	
Marriott Airport	Rexdale	674-9400	
Marriott Eaton Centre	Toronto	597-9200	
Novotel-Mississauga	Mississauga	896-1000	
Park Plaza	Toronto	924-5471	
Prince Hotel	Don Mills	444-2511	
Radisson-Dan Valley	Don Mills	449-4111	
Ramada-Airport West	Mississauga	624-1144	
Ramada-Dan Valley	Willowdale	493-9000	
Ramada-400/401			
Conf. Center	Ontario	249-8171	
Ramada Renaissance	Toronto	961-8000	
Regal Constellation	Ettobicoke	675-1500	
Royal York	Toronto	368-2511	
Sheraton Centre	Toronto	361-1000	
Sheraton Hotel & Towers East	Scarborough	299-1500	
Sheraton Parkway	Richmond Hill	881-2121	
Skyline Airport Tower	Rexdale	244-1711	
Swissotel	Mississauga	672-7000	
Travelodge Toronto	Willowdale	493-7000	
Valhalla Inn	Ettobicoke	239-2391	
Venture Inn-Airport	Ettobicoke	674-2222	
Westin Harbour Castle	Toronto	869-1600	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Bangkok Garden	Toronto	977-6748	ME
Cafe Victoria	Toronto	863-9700	M
Carman's Club	Toronto	924-8697	M
Centro Grill	Toronto	483-2211	ME
Chatterelles	Toronto	597-1400	ME
Clair De Lune	Scarborough	759-2268	M
Le Continental	Don Mills	444-2511	ME
David Duncan House	Don Mills	391-1424	ME
Ed's Warehouse Restaurant	Toronto	593-6676	M
Ellas	Toronto	463-0334	M
Guild Inn	Toronto	261-3331	M
Lichee Garden	Toronto	977-3481	M
Milcroft Inn	Altan	791-4422	ME
Old Barber House	Mississauga	858-7570	M
Old Mill	Toronto	236-2641	ME
Paroli	Toronto	921-3105	ME

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Pronto	Toronto	486-1111	ME
Quo Vadis	Toronto	977-9900	M
Le Rendez-vous	Toronto	961-6111	ME
Sanssouci	Toronto	924-9221	E
La Scala	Toronto	964-7100	ME
Scaramouche	Toronto	961-8011	ME
Seasons Room	Toronto	444-2561	ME
Top of Toronto	Toronto	362-5411	ME
Truffles	Toronto	964-0411	E
Winston's	Toronto	363-1627	ME
Zachary's	Rexdale	675-9444	ME

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 18 mi. NW

Time: 30-45 min.

Taxi: \$26.00

Limousine: \$8.50

DAILY AUTO RENTAL*

Average Rate: \$38.45

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Bishop's	Vancouver	738-2025	M
Bridge House	Vancouver	987-3388	M
The Cannery	Vancouver	254-9606	M
Chartwell	Vancouver	689-9333	ME
Le Club	Vancouver	682-5511	ME
La Cote D'Azur	Vancouver	685-2629	M
Le Crocodile	Vancouver	669-4298	M
Fica Sails	Vancouver	662-8111	ME
Il Giardino Di Umberto	Vancouver	669-2422	ME
Hy's Mansion	Vancouver	689-1111	M
Kettle of Fish	Vancouver	682-6661	M
The Landing	Vancouver	688-4800	M
Papilote	Vancouver	876-9256	M
Peppi's	West Vancouver	922-7950	M
Tai Chi Hin	Vancouver	682-1888	ME
Teahouse	West Vancouver	669-3281	M
Trader Vic's	Vancouver	682-3377	ME
Umberto's Ristorante Italiano	Vancouver	687-6316	ME
William Tell	Vancouver	688-3504	ME

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 11 mi. SW

Time: 23-30 min.

Taxi: \$16.00

Limousine: \$6.25

DAILY AUTO RENTAL*

Average Rate: \$45.95

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

VANCOUVER, BRITISH COLUMBIA, CANADA

VITAL STATISTICS

Population: 1,503,800

Households: 598,100

Median Age: N.A.

Total EBI: \$24,611,302,000*

Average Hshld. EBI: \$41,149*

Total Retail Sales: \$11,057,818,000*

Buying Power Index: 5.7325

Chamber of Commerce: 681-2111

Convention & Visitors Bureau: 682-2226

Telephone Area Code: 604

MEAL & LODGING COSTS*

Avg. Daily Lodging: \$176.42

Meals: B-\$10.09

L-\$12.77

D-\$21.12

PER DIEM*

Total: \$220.40

Index: 118

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Coast Plaza at Stanley Park	Vancouver	688-7711	\$178-233
Delta Pacific Resort & Conference Center	Richmond	278-9611	\$109-190
Delta Place	Vancouver	687-1122	\$199-220
Delta River Inn	Richmond	278-1241	\$150-175
Georgian Court	Vancouver	682-5555	\$140-160
Hotel Vancouver	Vancouver	684-3131	\$140-285
Hyatt Regency	Vancouver	687-6543	\$210-250
Pacific Palisades	Vancouver	688-0461	\$145-205
Park Royal	West Vancouver	926-5511	\$95-165
Ramada Renaissance	Vancouver	689-9211	\$145-240
Sheraton Inn-Burnaby	Burnaby	430-2828	\$100-150
Wedgewood	Vancouver	689-7777	\$140-210

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Richmond Inn	Richmond	273-7878	
Coast Plaza at Stanley Park	Vancouver	688-7711	
Delta Pacific Resort & Conference Center	Richmond	278-9611	
Delta River Inn	Richmond	278-1241	
Four Seasons Vancouver	Vancouver	689-9333	
Holiday Inn-Vancouver Centre	Vancouver	879-0511	
Hotel Vancouver	Vancouver	684-3131	
Meridien	Vancouver	682-5511	
Ramada Renaissance	Vancouver	689-9211	
Sheraton Inn-Burnaby	Burnaby	430-2828	
Sheraton Landmark Hotel	Vancouver	687-0511	
UBC Conference Center	Vancouver	882-1060	
Waterfront Centre Hotel	Vancouver	691-1991	
Westin Bayshore	Vancouver	682-3377	

WINNIPEG, MANITOBA, CANADA

VITAL STATISTICS

Population: 611,700

Households: 241,000

Median Age: N.A.

Total EBI: \$9,272,026,000*

Average Hshld. EBI: \$38,473*

Total Retail Sales: \$4,094,463,000*

Buying Power Index: 2.1829

Chamber of Commerce: 944-8484

Convention & Visitors Bureau:

800-665-0204/943-1970

Telephone Area Code: 204

MEAL & LODGING COSTS*

Avg. Daily Lodging: \$114.81

Meals: B-\$8.19

L-\$12.76

D-\$20.49

PER DIEM*

Total: \$156.25

Index: 83

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Auberge Universal-Fort Garry	Winnipeg	942-8251	\$79-109
Best Western International	Winnipeg	786-4801	\$63-69
Birchwood Inn	Winnipeg	885-4478	\$77-95
Delta Winnipeg	Winnipeg	956-0410	\$160
Holiday Inn Crowne Plaza-Downtown	Winnipeg	942-0551	\$110-125
Holiday Inn-South	Winnipeg	452-4747	\$81-90
The Sheraton	Winnipeg	942-5300	\$127-177
The Westin	Winnipeg	957-1350	\$140-175

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western International	Winnipeg	786-4801	
Delta Winnipeg	Winnipeg	956-0410	
Holiday Inn Crowne Plaza-Downtown	Winnipeg	942-0551	
The Sheraton	Winnipeg	942-5300	
The Westin	Winnipeg	957-1350	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Hy's Steak Loft	Winnipeg	942-1000	M

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 4 mi. W

Time: 15 min.

Taxi: \$7.00

Limousine: \$7.00

DAILY AUTO RENTAL*

Average Rate: \$42.95

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

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COMPENSATION & EXPENSES

COMPENSATION

1991 Compensation and Expenses by Industry

KEY:

TOTAL

T&E EXPENSES

COMPENSATION

**CONSUMER
GOODS**

**INDUSTRIAL
GOODS**

SERVICES

SALES TRAINEE

\$30,062

\$5,870

\$24,192

\$36,292

\$8,816

\$27,476

\$32,329

\$5,888

\$26,441

MID-LEVEL SALESPERSON

\$48,659

\$10,036

\$38,623

\$52,594

\$12,578

\$40,016

\$48,461

\$6,517

\$41,944

TOP-LEVEL SALESPERSON

\$76,620

\$13,625

\$62,995

\$73,860

\$16,280

\$57,580

\$68,185

\$8,895

\$59,290

SALES SUPERVISOR

\$84,091

\$18,223

\$65,868

\$84,336

\$18,850

\$65,485

\$78,308

\$10,454

\$67,854

Notes: Compensation includes base salary, commission, and bonus. T&E Expenses include travel, entertainment, food, lodging, and other related expenditures.
SOURCE: Sales & Marketing Management, 1992 Sales Manager's Budget Planner

COMPENSATION & EXPENSES

COMPENSATION

Salespeople's Average Annual Compensation

DEFINITIONS OF SALES PERSONNEL

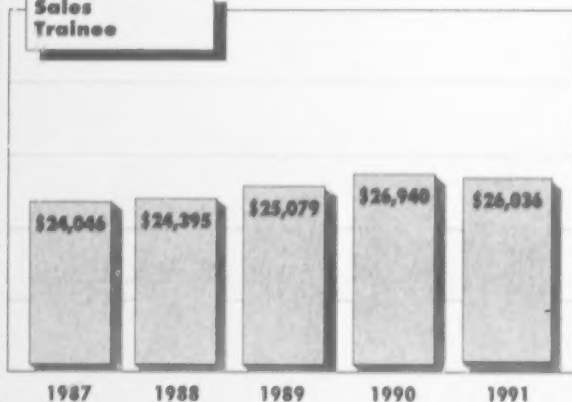
Sales Trainee: Anyone at an entry level who is in the process of learning about the company's products, services, and policies in preparation for a regular sales assignment.

Mid-Level Salesperson: A "regular" salesperson with selling experience ranging from a beginner, who primarily contacts already established customers and accounts, to more experienced field sales personnel who have a broad knowledge of products and/or services and are selling in established territories as well as developing new prospects.

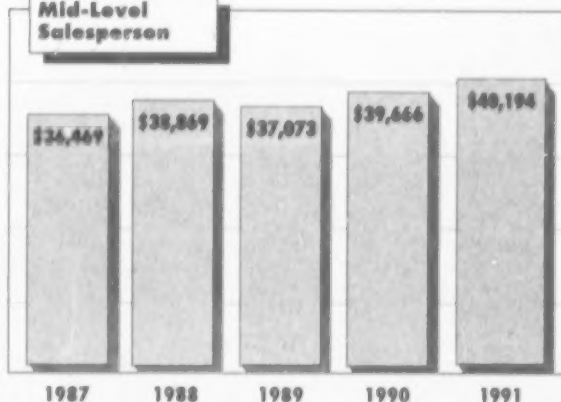
Top-Level Salesperson: A salesperson at the highest level of selling responsibility who is completely familiar with the company's products, services, and policies. A salesperson at this level usually has many years of experience and is assigned to a company's major accounts or territories.

Sales Supervisor: A veteran who, due to his ability and experience, leads others. Although his primary function is to direct the activities of the sales force (and, in some cases, to train salespeople), he may also retain certain key accounts.

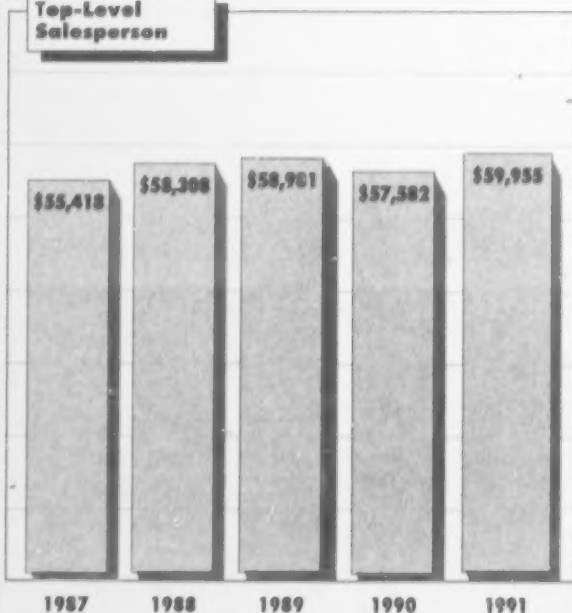
Sales Trainee



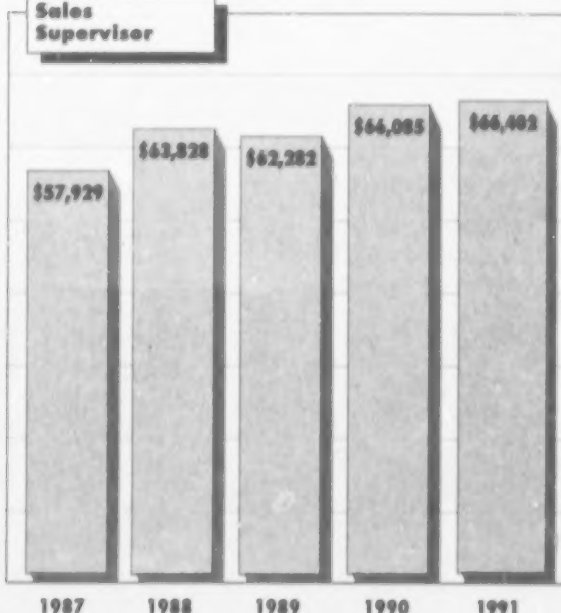
Mid-Level Salesperson



Top-Level Salesperson



Sales Supervisor



Note: Compensation includes base salary plus commissions, bonuses, and other cash incentives, but excludes T&E (travel and entertainment) expenses.

SOURCE: Sales & Marketing Management; 1992 Sales Manager's Budget Planner.

COMPENSATION

Compensation for Sales-Support Personnel

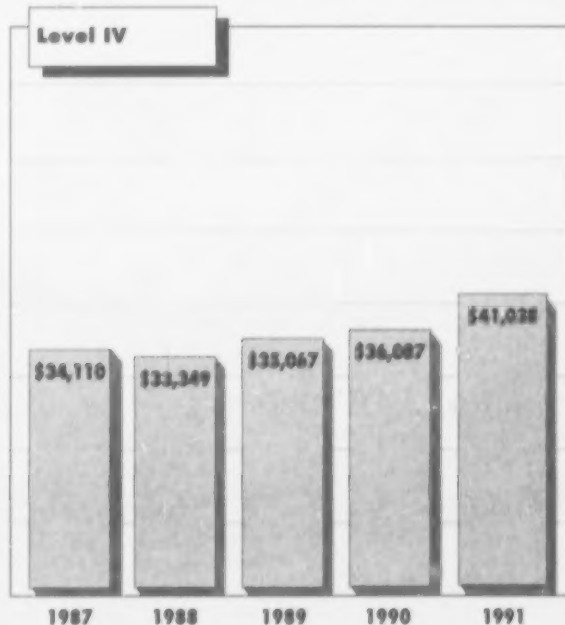
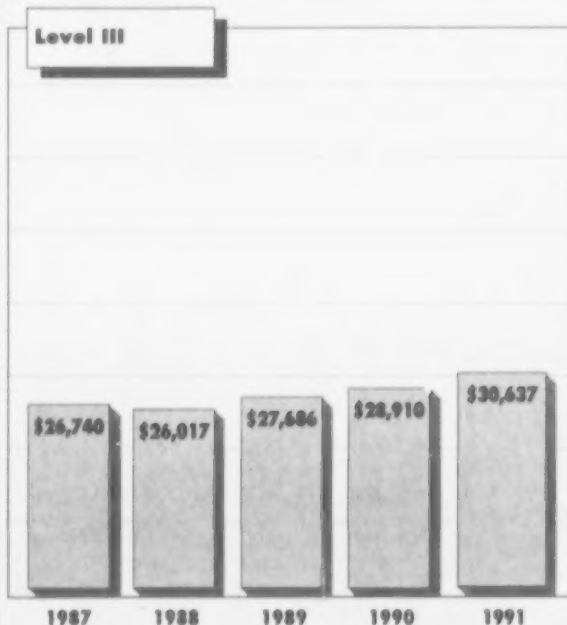
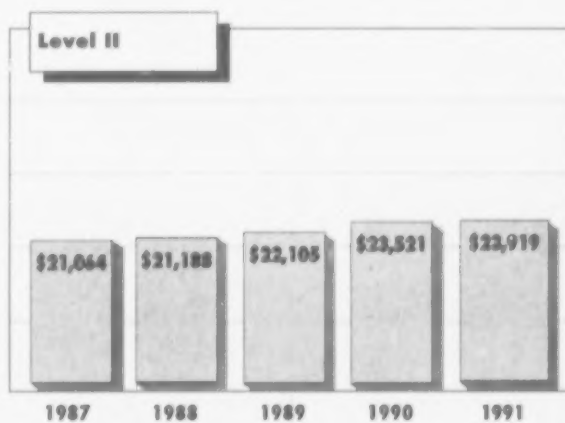
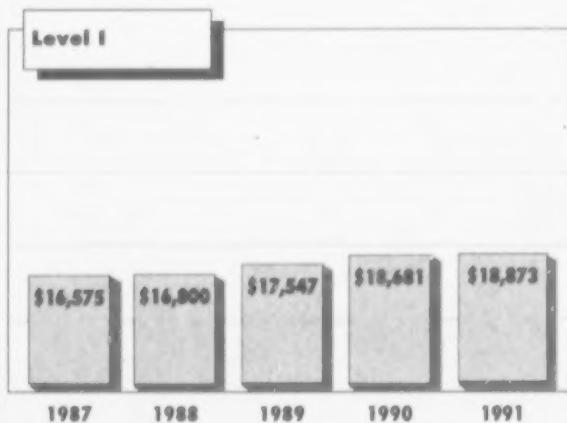
DEFINITIONS OF SALES-SUPPORT PERSONNEL

Level I - Basic: Performs assigned tasks using established procedures that require little evaluation. Generally reports to a supervisor.

Level II - Intermediate: A worker who performs tasks involving limited responsibilities and standard procedures. Some originality is called for, although evaluation by supervisory personnel is still required.

Level III - Highest non-supervisory: Expected to exercise considerable originality and, in some cases, make evaluations. Personnel at this level also assist in training and supervision of Level I employees.

Level IV - Supervisor: This individual's primary job is to direct others, assigning tasks and making evaluations. He also consults with superiors on more complex phases of assigned work.



Note: Sales-support personnel include sales analysts, customer service reps, telemarketers, administrative staff, sales training reps, exhibit and display coordinators, etc.

SOURCE: Sales & Marketing Management; 1992 Sales Manager's Budget Planner.

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BEL-TRONICS LIMITED
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New York 14127
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FAX (716) 662-0556

COMPENSATION & EXPENSES

COMPENSATION

Compensation and Expenses by Region

REGION	COMPENSATION	T&E EXPENSES
NORTHEAST		
Sales Trainee	\$32,182	\$ 9,560
Mid-level Salesperson	44,346	14,162
Top-level Salesperson	59,531	16,540
Sales Supervisor	75,747	20,182
SOUTH		
Sales Trainee	\$21,650	\$4,933
Mid-level Salesperson	30,783	6,450
Top-level Salesperson	49,323	8,367
Sales Supervisor	49,400	9,467
MIDWEST		
Sales Trainee	\$27,784	\$ 5,809
Mid-level Salesperson	45,700	10,806
Top-level Salesperson	65,900	13,362
Sales Supervisor	74,075	14,865
WEST		
Sales Trainee	\$26,786	\$ 4,769
Mid-level Salesperson	41,241	9,837
Top-level Salesperson	66,517	10,614
Sales Supervisor	69,640	14,276
U.S. AVERAGE		
Sales Trainee	\$27,101	\$ 6,268
Mid-level Salesperson	40,518	10,314
Top-level Salesperson	60,318	12,221
Sales Supervisor	67,216	14,698

Notes: Compensation includes base salary, commission, and bonus. T&E Expenses include travel, entertainment, food, lodging, and other related expenditures.

SOURCE: Sales & Marketing Management; 1992 Sales Manager's Budget Planner.

SALES SUPPORT

Sales-related Costs by Industry

INDUSTRY GROUP	SELLING EXPENSES* (AS A PERCENTAGE OF TOTAL SALES)	ADV./PROMO. EXPENSES** (AS A PERCENTAGE OF TOTAL SALES)	MEDIAN SALES BY INDUSTRY***
CONSUMER GOODS	14.3%	5.0%	\$30,000,000
INDUSTRIAL GOODS	9.1%	2.7%	\$ 9,500,000
SERVICES	21.4%	3.8%	\$14,000,000

* **Selling Expenses** include compensation, benefits, travel & entertainment expenses, meeting costs, recruiting & training costs, support materials, staff & administrative expenses, and commissions to outside reps & distributors.

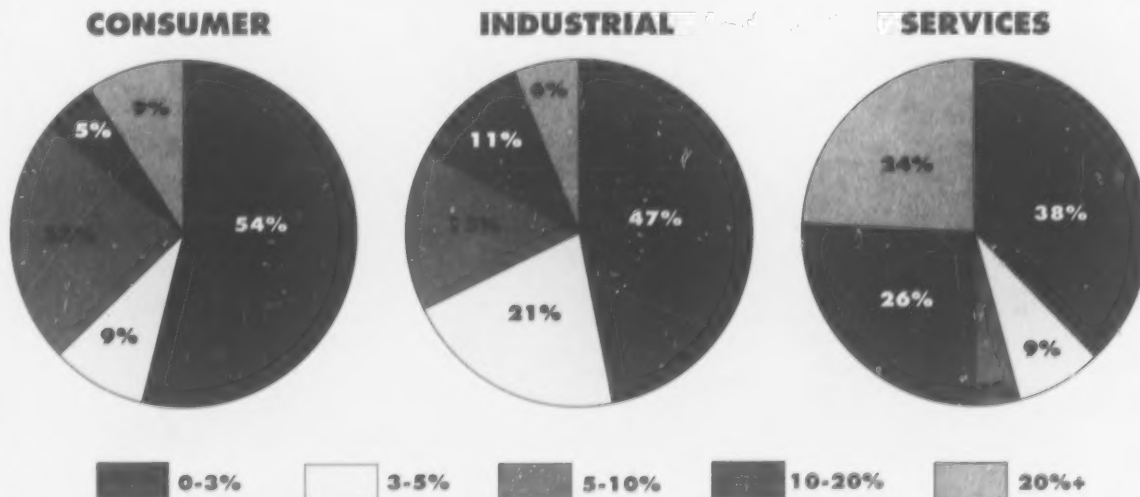
** **Advertising & Promotional Expenses** include direct costs of materials and media (print, radio, TV, etc.), as well as any associated costs related to research, preparation, and execution.

*** **Median Sales by Industry** is calculated by examining the entire range of responses to this year's survey and selecting the midpoint in each set of ranges (i.e., half the responses were above, and half below, this figure).

SOURCE: Sales & Marketing Management; 1992 Sales Manager's Budget Planner.

COMPENSATION

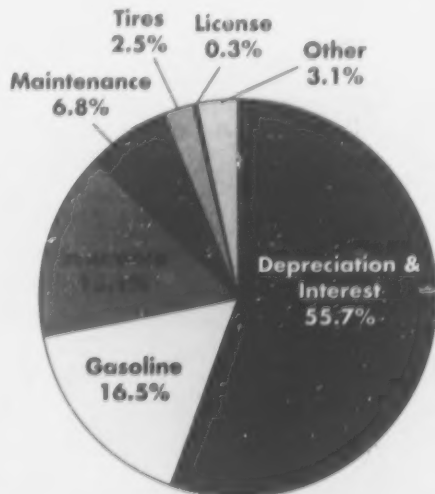
Turnover Rates by Industry Group, 1991



Source: Sales & Marketing Management; 1992 Sales Manager's Budget Planner

TRANSPORTATION

How the Automobile Dollar Is Spent—1992



NOTE: The information above shows the full range of costs associated with owning and operating a typical intermediate-sized fleet car.

SOURCE: Runzheimer International, Rochester, WI.

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Retail \$125. ea

M163 Rollerball \$109. ea

Retail \$150. ea

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Retail \$220. ea

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Retail \$275. ea

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- individual coaching
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International Training Corporation

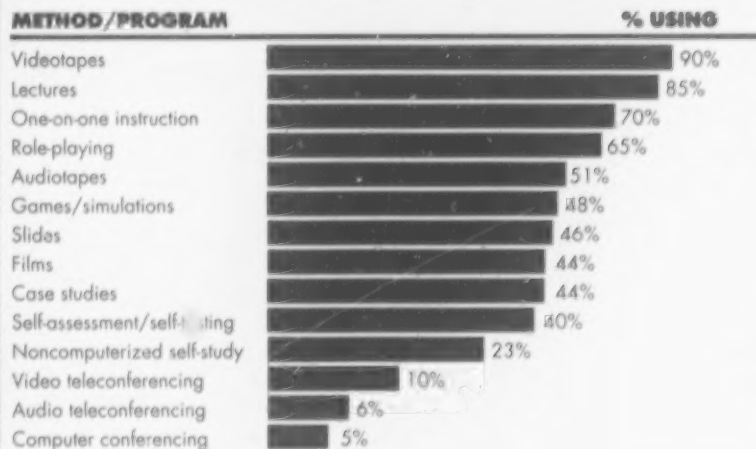
Sales and Management Development

357 Winston Avenue, N. Canton, Ohio 44720
(216) 966-1170

COMPENSATION & EXPENSES

TRAINING

Instructional Methods Used in Training

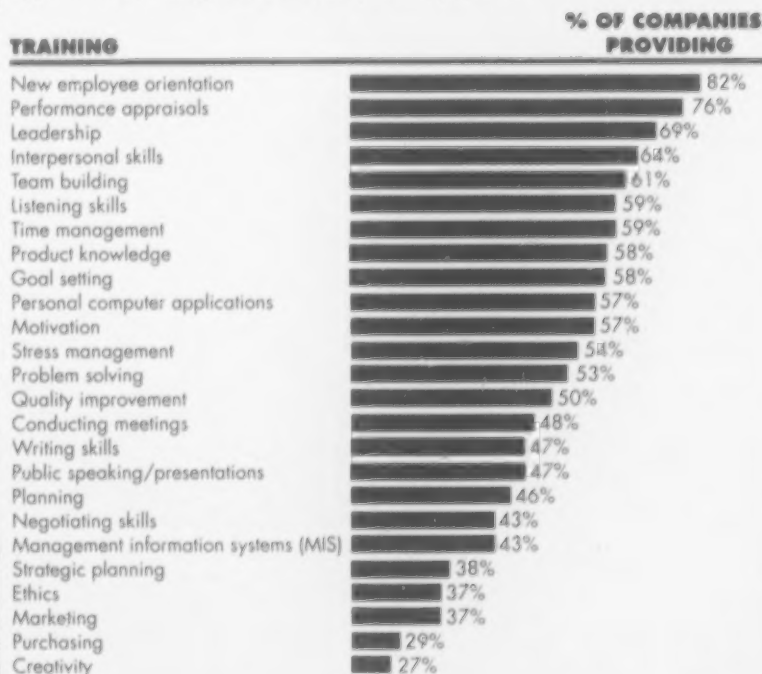


Note: Responses were gathered from a number of different industries and job types, including training, human resources, sales & marketing, and customer service.

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TRAINING

Types of Training Provided by Companies



Note: Responses were gathered from a number of different industries and job types, including training, human resources, sales & marketing, and customer service.

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COST PER CALL

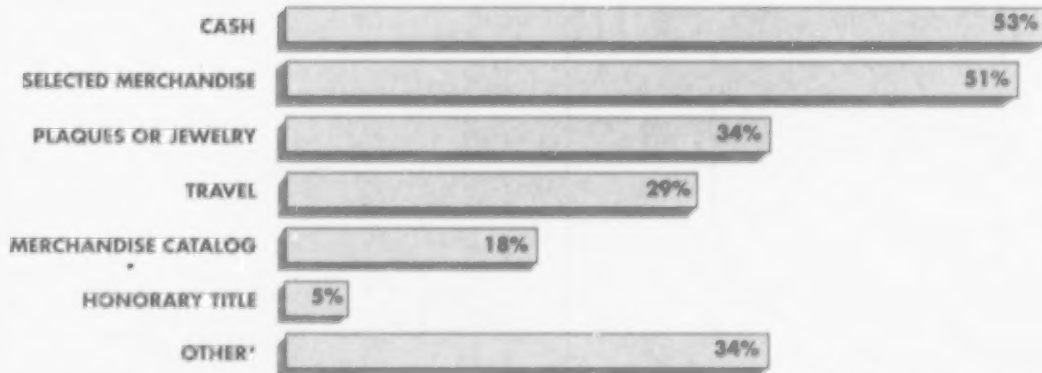
Median Cost Per Call by Industry, 1987-91



SOURCE: Sales & Marketing Management, 1992 Sales Manager's Budget Planner. © Sales & Marketing Management

INCENTIVES

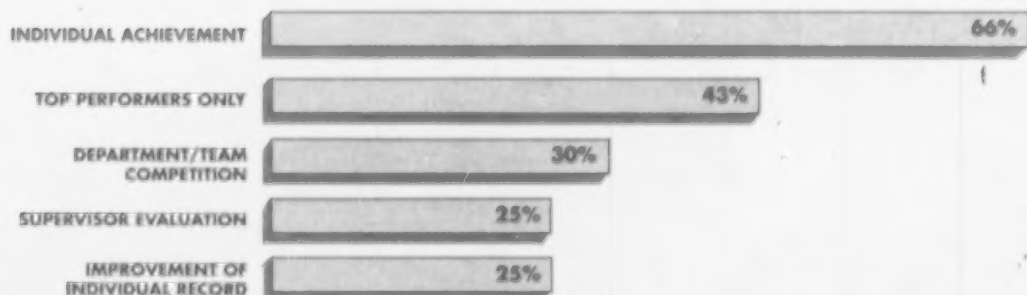
Types of Employee Awards



Note: Combined totals exceed 100% due to the use of more than one type of program. *Includes company dinners, entertainment, time off, shares of stock, etc.
SOURCE: Incentive magazine, Survey of Employee Motivation Practices. ©1991, Incentive

INCENTIVES

Criteria for Incentive Awards



Note: Combined totals exceed 100% due to the use of more than one type of program.
SOURCE: Incentive magazine, Survey of Employee Motivation Practices. ©1991, Incentive

COMPENSATION & EXPENSES

MEETINGS

Selected Conference Centers

	ABERDEEN WOODS CONFERENCE CENTER PEACHTREE CITY, GA	CHAMINADE EXECUTIVE CONFERENCE CENTER SANTA CRUZ, CA	SEA PINES RESORT CAMPUSES HILTON HEAD ISLAND, SC
PHONE	404-487-2666	209-475-5600/800-283-6569	803-785-3333/800-845-6131
SLEEPING ROOMS	150	152	525
MEETING ROOMS/ FACILITIES	46 meeting rooms; 150-seat auditorium; A/V equip.; fully-equipped production studio	10 meeting rooms; A/V equip.; business center; teleconferencing capabilities; on-site conference coordinator/concierge	11 meeting rooms; A/V equip.; teleconferencing capabilities
GROUP RATES	\$165-205	\$160-238	\$120
RECREATION FACILITIES	Access to 18-hole golf course; indoor pool; 4 outdoor tennis courts; basketball courts; jogging trails; volleyball/horseshoe area	Indoor & outdoor pool; 4 outdoor tennis courts; fitness center; saunas/spas; nature trails; sports lawn	3 18-hole golf courses; indoor & outdoor pools; 60 tennis courts; fitness center; racquetball; private beach
NEAREST AIRPORT	Hartsfield International Airport	San Jose Airport	Hilton Head Airport
DISTANCE/TIME FROM AIRPORT	25 mi./30 min.	35 mi./45 min.	5 mi./10 min.
	DFW HILTON EXECUTIVE CONFERENCE CENTER GRAPEVINE, TX	DORAL ARROWWOOD RYE BROOK, NY	EAGLE LODGE CONFERENCE RESORT LAFAYETTE HILL, PA
PHONE	817-481-8444/800-645-1018	914-939-5500/800-223-6725	215-825-8000/800-523-3000
SLEEPING ROOMS	404	274	117
MEETING ROOMS/ FACILITIES	40 meeting rooms; 3 tiered amphitheaters; A/V equip.; on-site conference coordinator/concierge	36 meeting rooms; 120-seat amphitheater; A/V equip.; notary public	32 meeting rooms; A/V equipment
GROUP RATES	\$148-198	\$179-338	\$125-445
RECREATION FACILITIES	Access to 18-hole golf course; indoor & outdoor pools; 8 tennis courts; fitness center; fishing lake; private trails	9 hole golf course; indoor & outdoor pools; 4 tennis courts; sports center; sauna; racquetball/squash	18-hole golf course; indoor swimming pool; 6 tennis courts; fitness center; sauna; racquetball; jogging trail
NEAREST AIRPORT	Dallas/Fort Worth Airport	LaGuardia Airport	Philadelphia International Airport
DISTANCE/TIME FROM AIRPORT	3 mi./5 min.	25 mi./30 min.	22 mi./25 min.
	EVERGREEN CONFERENCE CENTER & RESORT STONE MOUNTAIN, GA	THE GREENBRIER WHITE SULPHUR SPRINGS, WV	HAMILTON PARK EXECUTIVE CONFERENCE CENTER FLORHAM PARK, NJ
PHONE	404-879-9900/800-722-1000	304-536-1110/800-624-6070	201-377-2424
SLEEPING ROOMS	250	740	219
MEETING ROOMS/ FACILITIES	27 meeting rooms; 126-seat amphitheater; A/V equip.; teleconferencing capabilities	30 meeting rooms; A/V equip.; business center; teleconferencing equip.; on-site conference coordinator/concierge	33 meeting rooms; A/V equip.; business center; on-site conference coordinator/concierge; computer training lab
GROUP RATES	\$157-198	\$266-438	\$189-289
RECREATION FACILITIES	36-hole golf course; indoor & outdoor pools; 2 tennis courts; fitness center; fishing lake; ice skating; skiing; bicycling	3 18-hole golf courses; indoor/outdoor pools; 20 tennis courts; fitness center; sauna; horseback riding	Access to 2 18-hole golf courses; indoor & outdoor pool; 2 indoor tennis courts; fitness center; sauna; racquetball; jogging trails
NEAREST AIRPORT	Hartsfield International Airport	Greenbrier Valley	Newark Airport
DISTANCE/TIME FROM AIRPORT	30 mi./40 min.	12 mi./15 min.	12 mi./25 min.
	HARRISON CONFERENCE CENTER AT GLEN COVE GLEN COVE, NY	HARRISON CONFERENCE CENTER AT LAKE BLUFF LAKE BLUFF, IL	THE HERITAGE INN, A CONFERENCE RESORT SOUTHURY, CT
PHONE	516-671-6400/800-HCC-MEET	708-295-1100/800-422-6336	203-264-8900/800-421-4041
SLEEPING ROOMS	204	90	163
MEETING ROOMS/ FACILITIES	29 meeting rooms; A/V equip.; on-site conference coordinator/concierge	11 meeting rooms; A/V equip.; teleconferencing capabilities	27 meeting rooms; amphitheater; A/V equip.; on-site conference coordinator/concierge
GROUP RATES	\$199-279	\$172-232	\$189-209
RECREATION FACILITIES	Indoor & outdoor pools; 4 tennis courts; fitness center; racquetball; bowling alleys	Access to golf course; outdoor pool; 2 tennis courts; fitness center; jogging trail	18-hole & 9-hole golf courses; indoor & outdoor pools; 3 tennis courts; fitness center
NEAREST AIRPORT	JFK International Airport	O'Hare International Airport	Bradley International Airport
DISTANCE/TIME FROM AIRPORT	20 mi./30 min.	30 mi./40 min.	35 mi./50 min.

	KINGSMILL RESORT & CONFERENCE CENTER WILLIAMSBURG, VA	LAKEWAY INN AUSTIN, TX	LANDSDOWNE CONFERENCE RESORT LEESBURG, VA
PHONE	804-253-3949/800-832-5665	512-261-6600/800-LAKEWAY	703-729-8400/800-541-4801
SLEEPING ROOMS	360	163	305
MEETING ROOMS/ FACILITIES	11 meeting rooms; A/V equip.; teleconferencing capabilities	8 meeting rooms; A/V equip.; on-site conference coordinator/concierge	25 meeting rooms; 124-seat tiered amphitheater; A/V equip.; business center; teleconferencing capabilities
GROUP RATES	\$199-344	\$160-195	\$170-295
RECREATION FACILITIES	2 18-hole & 1 9-hole golf courses; indoor & outdoor pools; 15 tennis courts; spa	3 18-hole golf courses; 3 outdoor pools; 32 tennis courts; fitness center; marina	18-hole golf course; indoor & outdoor pools; 5 tennis courts; fitness center
NEAREST AIRPORT	Norfolk International Airport, Richmond, VA	Robert Mueller Municipal Airport	Dulles International Airport, Washington D.C.
DISTANCE/TIME FROM AIRPORT	40 mi./30 min.	25 mi./40 min.	25 mi./40 min.
	THE NORTHLAND INN & EXECUTIVE CONFERENCE CENTER BROOKLYN PARK, MN	PEACHTREE EXECUTIVE CONFERENCE CENTER PEACHTREE CITY, GA	RADISSON HOTEL & CONFERENCE CENTER PLYMOUTH, MN
PHONE	612-536-8300/800-441-6422	404-487-2000/800-732-2411	612-559-6600/800-333-3333
SLEEPING ROOMS	231	252	243
MEETING ROOMS/ FACILITIES	25 meeting rooms; A/V equip.; business center; teleconferencing capabilities; on-site conference coordinator/concierge	24 meeting rooms; A/V equip.; business center; teleconferencing capabilities	32 meeting rooms; A/V equip.; business center; teleconferencing capabilities; on-site conference coordinator/concierge
GROUP RATES	\$89-145	\$119-219	\$195-270
RECREATION FACILITIES	Indoor pool; fitness center; access to tennis, racquetball & golf	18-hole golf course; indoor & outdoor pools; 3 tennis courts; fitness center	Skiing; indoor pool; 4 tennis courts; fitness center; racquetball
NEAREST AIRPORT	Minneapolis/St. Paul International Airport	Hartfield International Airport	Minneapolis/St. Paul International Airport
DISTANCE/TIME FROM AIRPORT	25 mi./35 min.	22 mi./30 min.	25 mi./40 min.
	THE RESORT AT SQUAW CREEK OLYMPIC VALLEY, CA	SADDLE RIDGE AT BEAVER CREEK AVON, CO	SCANTICON-DENVER CONFERENCE CENTER HOTEL & RESORT ENGLEWOOD, CO
PHONE	916-583-6300/800-327-3353	303-949-4108/800-352-7557	303-799-5800/800-346-4891
SLEEPING ROOMS	405	27	302
MEETING ROOMS/ FACILITIES	24 meeting rooms; A/V equip.; business center; teleconferencing capabilities; on-site conference coordinator/concierge	2 meeting rooms; A/V equip.; business center; on-site conference coordinator/ concierge	33 meeting rooms; A/V equip.; business center; teleconferencing capabilities; on-site conference coordinator/concierge
GROUP RATES	\$185-225	\$310-430	\$129-165
RECREATION FACILITIES	18-hole golf course; indoor & outdoor pools; 6 tennis courts; fitness center; skiing; horseback riding; ice skating	Downhill & cross-country skiing; pool; fitness center; access to golf courses & tennis courts	18-hole golf course; indoor & outdoor pools; 3 tennis courts; fitness center
NEAREST AIRPORT	Reno-Cannon International Airport, Reno, NV	Vail/Beaver Creek Airport	Stapleton International Airport
DISTANCE/TIME FROM AIRPORT	45 mi./55 min.	20 mi./30 min.	12 mi./25 min.
	SCANTICON-PRINCETON CONFERENCE CENTER & HOTEL PRINCETON, NJ	SEASONS RESORT & CONFERENCE CENTER AT GREAT GORGE MCAFFEE, NJ	THE WOODLANDS EXECUTIVE CONFERENCE CENTER & RESORT THE WOODLANDS, TX
PHONE	609-452-7800/800-222-1131	201-827-6000/800-835-2555	713-367-1100/800-433-2624
SLEEPING ROOMS	300	544	286
MEETING ROOMS/ FACILITIES	37 meeting rooms; A/V equip.; business center; teleconferencing capabilities; on-site conference coordinator/concierge	14 meeting rooms; A/V equip.; business center	30 meeting rooms; A/V equip.; teleconferencing capabilities; on-site conference coordinator/concierge
GROUP RATES	\$179-220	\$160	\$135-219
RECREATION FACILITIES	Indoor pool; 4 tennis courts; fitness center; jogging trails; access to golf courses, sailing & fishing	Indoor & outdoor pools; 7 tennis courts; fitness center; jogging trails; access to golf course, horseback riding & skiing	2 18-hole golf courses; outdoor & indoor pools; 17 tennis courts; fitness center; hiking/biking trails
NEAREST AIRPORT	Newark International Airport	Newark International Airport	Houston Intercontinental Airport
DISTANCE/TIME FROM AIRPORT	38 mi./50 min.	80 mi./95 min.	14 mi./20 min.

Notes: The group rates listed are considered CMP, or Complete Meeting Package Rates, and include, in most cases, 3 meals per day, lodging, coffee breaks, meeting space, and conference services. Be aware, however, that rates will vary depending on particular package (some include gratuities, for example, while others do not), number of clients, dates, etc.

SOURCE: Sales & Marketing Management, 1992 Sales Manager's Budget Planner

COMPENSATION & EXPENSES

INCENTIVES

Selected Incentive Travel Destinations

	AIRFARES* Restricted/ Unrestricted	LODGING** Low Single/ High Double	GROUP ACTIVITIES***
Acapulco Mexico	\$453-\$590	\$80-\$133	1) Schedule a glass-bottom boat excursion to Roqueta Island and the underwater Shrine of Our Lady of Guadalupe, or 2) visit San Diego, a Spanish fort with a harbor view. For further information, contact the Mexican Government Tourism Office: 310-203-8191 or 800-262-8900.
Amsterdam Holland	\$498-\$1,342	\$149-\$209	1) Arrange a Bruegel medieval feast at Dussen Castle, 2) a royal reception in a museum, or 3) a boat trip along the canals with candlelight tour (in season). For further information, contact the Netherlands Board of Tourism: 212-370-7360/7367.
Atlantic City New Jersey	\$355-\$487	\$76-\$155	1) Plan a tour followed by a dinner/reception at a winery, 2) organize a theme party at the historic town of Smithville or Wheaton Village, or 3) plan a boat trip/private party aboard a cruise ship. For further information, contact the Greater Atlantic City Convention & Visitors Bureau: 609-348-7100.
Cancun Mexico	\$816-\$1,064	\$114-\$157	1) View a Spanish sound-and-light show in the Mayan city of Uxmal, 2) plan a picnic along one of Cancun's beaches or among its tropical foliage, or 3) charter the Aqua II for a moonlight cruise. For further information, contact the Mexican Government Tourism Office: 310-203-8191 or 800-262-8900.
Dublin Ireland	\$586-\$1,123	\$123-\$181	1) Arrange a dinner reception with a lord at Slane castle, or 2) tour one of Dublin's many castles, including the Dublin Castle and the Malahide Castle. For further information, contact the Irish Tourist Board: 212-418-0800 or 800-223-6470.
Hamilton Bermuda	\$416-\$588	\$97-\$162	1) Plan a two-hour glass-bottom boat cruise, 2) a Bermuda Night with limbo contests, or 3) a tour to the historic town of St. George. For more information, contact the Bermuda Department of Tourism: 212-818-9800 or 800-223-6106.
Hong Kong Island Hong Kong	\$2,548-\$10,770	\$143-\$214	1) Charter a "junk" and have a banquet during a cruise of Hong Kong Harbor, 2) arrange for the pipers of the Royal Hong Kong Police to open your dinner/reception, or 3) view Hong Kong aboard the Peak Tram funicular railway. For further information, contact the Hong Kong Tourist Association: 312-782-0864.
Honolulu Hawaii	\$732-\$1,121	\$91-\$160	1) Plan a theme party/reception at Sea Life Park, an oceanside oceanarium, 2) visit the royal Iolani Palace, or 3) visit the Polynesian Cultural Center. For further information, contact the Hawaii Visitors Bureau: 808-923-1811.
Kauai Hawaii	\$793-\$1,183	\$108-\$204	1) Arrange for a cruise along the Waialeale River followed by a hike to the Fern Grotto, 2) plan a raft excursion to the Na Pali Coast, or 3) visit the Kilohana plantation restoration. For further information, contact the Hawaii Visitors Bureau: 808-923-1811.
Las Vegas Nevada	\$278-\$780	\$46-\$110	1) Plan a western-style evening with visits to Old Nevada followed by a barbecue or rodeo, 2) view the Grand Canyon or the Hoover Dam by air, or 3) tour the Old Mormon Fort. For further information, contact the Las Vegas Convention & Visitors Bureau: 702-733-2323.
London England	\$618-\$1,168	\$211-\$279	1) Plan a reception at an authentic English pub, 2) an excursion to Shakespeare country, or 3) a theme event including Beefeaters or Scottish pipers. For further information, contact the British Tourist Authority: 212-581-4708.
Madrid Spain	\$558-\$1,409	\$133-\$203	1) Arrange a dinner-dance at Manzanares Castle, 2) view Tientas (amateur bullfights) at private country homes, or 3) organize a flamenco reception. For further information, contact the National Tourist Office of Spain: 212-759-8822.
Maui Hawaii	\$793-\$1,183	\$109-\$204	1) View Mount Haleakala by helicopter or on horseback, 2) tour the quaint villages of Lahaina or Mana, or 3) visit Haleakala National Park, home of the world's largest dormant volcano. For further information, contact the Hawaii Visitors Bureau: 808-923-1811.

INCENTIVES

	AIRFARES* Restricted/ Unrestricted	LODGING** Low Single/ High Double	GROUP ACTIVITIES***
Montreal Canada	\$133-\$486	\$99-\$139	1) Visit Ste. Helene Island for a picnic or for viewing the old restored fort and museum, 2) tour the historic town of Old Montreal, or 3) plan a trip to the Dow Planetarium. For further information, contact the Greater Montreal Convention & Tourism Bureau: 514-844-5400.
Munich Germany	\$548-\$1,620	\$137-\$219	1) Plan an Oktoberfest Party with authentic German dining, 2) arrange a day trip to the Bavarian Alps, or 3) dine in old Bavarian farmhouses surrounding the baroque church of St. Andreas. For more information, contact the German National Tourist Office: 312-308-3300.
Nassau Bahamas	\$375-\$510	\$87-\$142	1) Visit McLean's Town, a picturesque fishing village, 2) plan a glass-bottom boat trip, or 3) visit one of the historic forts that offer scenic views of the city or shore. For further information, contact the Bahamas Tourist Office: 212-758-2777.
New Orleans Louisiana	\$365-\$498	\$80-\$148	1) Arrange a banquet or reception aboard a steamboat, 2) have a Cajun or Creole party complete with a Bourbon Street Jazz Band, or 3) have a cocktail party on a private patio in the French Quarter. For further information, contact the Greater New Orleans Tourist and Convention Committee: 504-566-5011.
Orlando Florida	\$375-\$539	\$61-\$113	1) Arrange for a boat ride through the lakes and canals of Winter Park or through Disney's Bay Lake, 2) tour Ocala, Florida's horse country, or 3) have a street party in historical downtown Orlando. For further information, contact the Orlando/Orange County Convention & Visitors Bureau: 407-363-5800.
Paris France	\$504-\$1,537	\$194-\$270	1) Plan an in-house fashion show with lunch or tea at a gallery or department store on the Boulevard Haussmann, 2) tour one of Paris's 90 theaters or 608 museums, or 3) visit the historic Marais district. For further information, contact the National Business Travel Division, French Government Tourist Office: 312-751-7800.
Puerto Vallarta Mexico	\$411-\$507	\$68-\$110	1) Charter a yacht and visit Yelapa, a scenic "South Seas" fishing village, 2) organize an evening dinner/reception aboard a yacht, or 3) visit the Isla Rio Cuale or Juarez Avenue for shopping. For further information, contact the Mexican Government Tourism Office: 310-203-8191 or 800-262-8900.
Rome Italy	\$500-\$5,874	\$117-\$183	1) Plan a Roman toga party or Venetian masked ball in an Italian villa, 2) a reception or welcoming party in an ancient palace, or 3) an excursion to the Roman Forum or other monuments of antiquity. For further information, contact the Italian Government Travel Office: 212-245-4961.
San Francisco California	\$338-\$684	\$96-\$151	1) Plan a California wine-tasting tour complemented by a picnic lunch, 2) a victory or pirate party aboard a sailing or cruise ship, or 3) a Day at the Races at Golden Gate Fields or Bay Meadows. For more information, contact the San Francisco Convention and Visitors Bureau: 415-974-6900.
Sydney Australia	\$4,514-\$9,246	\$151-\$196	1) Tour the Royal Botanic Gardens and the Taronga Park Zoo, 2) visit the historic town of Old Sydney, or 3) arrange a tour of Hunter Valley, a major wine-producing area. For further information, contact the Australian Tourist Commission: 212-687-6300.
Tokyo Japan	\$1,156-\$1,477	\$137-\$289	1) Visit one of Japan's national monuments, such as the National Diet Building or Budokan Hall, 2) witness a tea ceremony, or 3) view the city and Mount Fuji from Tokyo Tower. For further information, contact the Japan National Tourist Organization: 312-222-0874.
Vail Colorado	\$345-\$621	\$101-\$257	1) Plan a sleigh ride into the mountains with dinner in a log cabin afterward, 2) a white-water rafting excursion, or 3) a tour through Leadville, Colorado's historic mining town. For further information, contact the Vail Resort Association: 303-476-1000 or 800-525-3875.

Notes: *Airfares show the average range of round-trip coach fares per person, departing from Chicago. The lowest rate indicates restricted fares that involve such things as advance purchase, weekday departures, and a Saturday night stay-over. The highest rate is for a nonrestricted purchase made with no advance reservations. Note that airfares to the Orient, South America, and Europe generally call for a minimum stay of seven days. **Lodging costs are per person, per night, with the lowest rate shown averaged from the lowest single-occupancy rates at a cross-section of hotels for each destination. The highest rate is an average of the highest double-occupancy rates at the same hotels. Hotel and airline information provided by Official Airline Guides. Keep in mind that rates for European, Pacific/Asian, and South American destinations are subject to change due to currency fluctuations. ***Group Activities are based on listings from the 1991 Successful Meetings Sourcebook.

COMPENSATION & EXPENSES

INCENTIVES

Selected Resort Hotels

	BOCA RATON RESORT & CLUB BOCA RATON, FL	THE BROADMOOR COLORADO SPRINGS, CO	THE CLOISTER HOTEL SEA ISLAND, GA
PHONE	407-395-3000/800-327-0101	719-634-7711/800-634-7711	912-638-3611/800-732-4752
SLEEPING ROOMS	1,102	550	264
MEETING ROOMS	31	36	15
GROUP RATES	Sgl./Dbl. \$110-335	Sgl./Dbl. \$85-235	Sgl./Dbl. \$160-420
RECREATION FACILITIES	2 18-hole golf courses; 5 outdoor pools; beach; 29 outdoor tennis courts; health club; sauna	3 18-hole champion golf courses; 3 outdoor pools; 16 tennis courts (4 indoor); horseback riding; health club; sauna	3 18-hole golf courses; 2 outdoor pools; beach; 18 outdoor tennis courts; horseback riding; health club; sauna
NEAREST AIRPORT	Ft. Lauderdale/West Palm Beach International	Colorado Springs Municipal	Brunswick
DISTANCE/TIME FROM AIRPORT	19 mi./30 min.	8 mi./20 min.	15 mi./20 min.

	DESERT INN LAS VEGAS, NV	DORAL RESORT & COUNTRY CLUB MIAMI, FL	THE GREENBRIER WHITE SULPHUR SPRINGS, WV
PHONE	702-733-4444/800-634-6909	305-592-2000/800-327-6334	304-536-1110/800-624-6070
SLEEPING ROOMS	821	691	740
MEETING ROOMS	12	35	30
GROUP RATES	Sgl./Dbl. \$95-135	Sgl./Dbl. \$80-230	Sgl./Dbl. \$266-438
RECREATION FACILITIES	18-hole golf course; 3 outdoor pools; 10 Hydro-whirl spas; 10 outdoor tennis courts; health club; sauna	5 18-hole and 1 9-hole golf courses; outdoor pool; 19 tennis courts; fishing; horseback riding; biking	3 18-hole golf courses; 2 pools (1 indoor); 20 tennis courts (5 indoor); horseback riding; health club; sauna
NEAREST AIRPORT	McCarran International	Miami International	Greenbrier Valley
DISTANCE/TIME FROM AIRPORT	4 mi./15 min.	7 mi./10 min.	12 mi./15 min.

	GRENELEFE RESORT & CONF. CENTER GRENELEFE, FL	HALEKULANI HOTEL HONOLULU, HI	HILTON HAWAIIAN VILLAGE HONOLULU, HI
PHONE	813-422-7511/800-237-9549	808-923-2311/800-367-2343	808-949-4321/800-445-8667
SLEEPING ROOMS	850	456	2,524
MEETING ROOMS	32	5	33
GROUP RATES	Sgl./Dbl. \$70-185	Sgl./Dbl. \$245-395	Sgl./Dbl. \$160-305
RECREATION FACILITIES	3 18-hole golf courses; 5 outdoor pools; 20 outdoor tennis courts; full-service marina; sauna; Jacuzzi	Access to 2 18-hole golf courses; outdoor pool; beach; access to 10 indoor tennis courts; fitness center	Outdoor pools; beach; sauna; water sports; health club
NEAREST AIRPORT	Orlando International	Honolulu International	Honolulu International
DISTANCE/TIME FROM AIRPORT	45 mi./50 min.	11 mi./25 min.	38 mi./20 min.

	HOTEL INTER-CONTINENTAL MIAMI, FL	HOTEL INTER-CONTINENTAL NEW ORLEANS, LA	INNISBROOK RESORT TARPON SPRINGS, FL
PHONE	305-577-1000/800-332-4246	504-525-5566	813-942-2000/800-456-2000
SLEEPING ROOMS	644	482	1,000
MEETING ROOMS	24	18	35
GROUP RATES	Sgl./Dbl. \$129-219	Sgl./Dbl. \$150-220	Sgl./Dbl. \$65-175
RECREATION FACILITIES	Quarter mile jogging track; 42 lighted tennis courts; 42 racquetball courts; outdoor pool; access to 36-hole golf course	Outdoor pool; access to 3 18-hole golf courses	1 27-hole & 2 18-hole golf courses; 6 heated outdoor pools; beach nearby; 18 outdoor tennis courts; health club; sauna
NEAREST AIRPORT	Miami International	New Orleans International	Tampa International
DISTANCE/TIME FROM AIRPORT	45 mi./20 min.	15 mi./20 min.	20 mi./25 min.

INCENTIVES

	KAPALUA BAY HOTEL MAUI, HI	KEYSTONE LODGE & CONF. CENTER KEYSTONE, CO	LA COSTA HOTEL & SPA CARLSBAD, CA
PHONE	808-669-5656/800-367-8000	303-777-5525/800-362-3392	619-438-9111/800-544-7483
SLEEPING ROOMS	194	902	536
MEETING ROOMS	3	30	16
GROUP RATES	Sgl./Dbl. \$215-255	Sgl./Dbl. \$95-515	Sgl./Dbl. \$195-265
RECREATION FACILITIES	2 18-hole golf courses; 2 pools; 3 beaches; 10 tennis courts (4 lighted); horseback riding	18-hole golf course; 11 pools (6 indoor); 14 tennis courts (2 indoor); horseback riding; alpine & cross-country skiing; ice-skating; sailing; bicycling; health club; sauna	2 18-hole golf courses; 7 outdoor pools; beach nearby; 23 outdoor tennis courts; full-service health spa
NEAREST AIRPORT	Kapalua-West Maui	Stapleton International	San Diego
DISTANCE/TIME FROM AIRPORT	5 mi./10 min.	75 mi./1 hr. 30 min.	30 mi./35 min.

	LOEWS VENTANA CANYON RESORT TUCSON, AZ	MARK HOPKINS INTER-CONTINENTAL SAN FRANCISCO, CA	MARRIOTT HARBOR BEACH FT. LAUDERDALE, FL
PHONE	602-299-2020/800-234-5117	415-392-3434/800-327-0200	305-525-4000/800-228-9290
SLEEPING ROOMS	404	391	659
MEETING ROOMS	18	14	27
GROUP RATES	Sgl./Dbl. \$210-305	Sgl./Dbl. \$120-200	Sgl./Dbl. \$85-280
RECREATION FACILITIES	18-hole golf course; access to 18-hole golf course; 2 heated outdoor pools; 10 outdoor tennis courts; health club; sauna; access to horseback riding	Access to 18-hole golf course; health club	Access to 2 18-hole golf courses; outdoor pool; beach; cabana club; 5 outdoor tennis courts; health club; sauna; access to horseback riding
NEAREST AIRPORT	Tucson International	San Francisco International	Ft. Lauderdale
DISTANCE/TIME FROM AIRPORT	20 mi./25 min.	20 mi./25 min.	3 mi./10 min.

	MAUI INTER-CONTINENTAL WALEA MAUI, HI	MAUI MARRIOTT RESORT MAUI, HI	OLYMPIA RESORT & SPA OCONOMOWOC, WI
PHONE	808-879-1922/800-367-2960	808-667-1200/800-228-9290	414-567-7711/800-558-9573
SLEEPING ROOMS	537	739	270
MEETING ROOMS	33	10	26
GROUP RATES	Sgl./Dbl. \$145-195	Sgl./Dbl. Rates vary	Sgl./Dbl. \$69-99
RECREATION FACILITIES	Access to 2 16-hole golf courses; 14 tennis courts; 3 swimming pools; 2 beaches	Access to 2 18-hole golf courses; 2 outdoor pools; beach; 5 outdoor tennis courts; fitness center; access to horseback riding	18-hole golf course; 2 pools (1 indoor); beach; 11 tennis courts (4 indoor); horseback riding; full-service health spa
NEAREST AIRPORT	Kahului Airport	Kahului Airport	Milwaukee Mitchell Field
DISTANCE/TIME FROM AIRPORT	16 mi./25 min.	30 mi./45 min.	37 mi./40 min.

	OPRYLAND HOTEL NASHVILLE, TN	PHEASANT RUN RESORT ST. CHARLES, IL	THE POINTE HILTON AT SQUAW PEAK PHOENIX, AZ
PHONE	615-889-1000	708-584-6300	602-997-2626/800-528-0428
SLEEPING ROOMS	1,314	474	573
MEETING ROOMS	65	42	43
GROUP RATES	Sgl./Dbl. \$129-159	Sgl./Dbl. \$49-105	Sgl./Dbl. \$75-235
RECREATION FACILITIES	Access to 2 18-hole golf courses; 3 outdoor pools; 6 outdoor tennis courts; health club	18-hole golf course; 2 pools (1 indoor); 13 tennis courts; health club; sauna; access to horseback riding	Access to 18-hole golf course; 5 outdoor pools; 8 outdoor tennis courts; horseback riding; health club; sauna
NEAREST AIRPORT	Nashville Metropolitan	O'Hare International	Phoenix Airport
DISTANCE/TIME FROM AIRPORT	7 mi./15 min.	24 mi./35 min.	12 mi./20 min.

SOURCE: Sales & Marketing Management, 1992 Sales Manager's Budget Planner.

COMPENSATION & EXPENSES

INCENTIVES

Selected Resort Hotels

	RITZ-CARLTON HOTEL NAPLES, FL	SADDLEBROOK RESORT WESLEY CHAPEL, FL	SEA PINES HILTON HEAD ISLAND, SC
PHONE	813-598-3300/800-241-3333	813-973-1111/800-729-8383	803-785-3333/800-845-6131
SLEEPING ROOMS	491	1,305	525
MEETING ROOMS	15	33	11
GROUP RATES	Sgl./Dbl. \$125-290	Sgl./Dbl. \$75-300	Villas \$85-325
RECREATION FACILITIES	Access to 18-hole golf course; outdoor pool; beach; 6 outdoor tennis courts; fitness center; bicycling; water sports	2 18-hole golf courses; 2 outdoor pools; 2 whirlpools; 36 tennis courts; fitness center; sauna	3 18-hole golf courses; 30 outdoor pools; beach; 60 outdoor tennis courts; horseback riding; bicycle path; water sports
NEAREST AIRPORT	Ft. Myers	Tampa International	Hilton Head Airport
DISTANCE/TIME FROM AIRPORT	25 mi./30 min.	29 mi./35 min.	5 mi./10 min.

	SHERATON STEAMBOAT RESORT STEAMBOAT SPRINGS, CO	STOUFFER PINEISLE RESORT LAKE LANIER ISLANDS, GA	STOUFFER WAIHAI BEACH RESORT KAUAI, HI
PHONE	303-879-2220/800-848-8878	404-945-8921/800-468-3571	808-742-9511/800-468-3571
SLEEPING ROOMS	329	250	426
MEETING ROOMS	16	22	10
GROUP RATES	Sgl./Dbl. \$59-249	Sgl./Dbl. \$80-152	Sgl./Dbl. \$165-225
RECREATION FACILITIES	18-hole golf course; outdoor pool; Jacuzzi; sauna; access to 2,500 acres of skiable terrain; tennis; horseback riding	18-hole golf course; 2 pools (1 indoor); 7 tennis courts (3 indoor); horseback riding; water sports; health club; sauna; 3 hot tubs	Access to 18-hole golf course; 3 outdoor pools; beach; 6 outdoor tennis courts (4 lighted); health club; sauna
NEAREST AIRPORT	Steamboat Springs	Hartsfield International	Lihue Airport
DISTANCE/TIME FROM AIRPORT	6 mi./10 min.	55 mi./1 hr.	12 mi./15 min.

	WESTIN KAUAI AT KAUAI LAGOONS KAUAI, HI	WILLIAMSBURG INN WILLIAMSBURG, VA
PHONE	808-245-5050/800-228-3000	804-229-9540/800-HISTORY
SLEEPING ROOMS	840	148
MEETING ROOMS	13	3
GROUP RATES	Sgl./Dbl. \$180-230	Sgl./Dbl. \$147-239
RECREATION FACILITIES	2 18-hole golf courses; 2 outdoor pools; beach; 8 lighted tennis courts; health club; sauna; wellness center; water sports	18-hole and 9-hole golf course; 3 pools (1 indoor); 8 outdoor tennis courts; health club; sauna
NEAREST AIRPORT	Lihue Airport	Norfolk International, Richmond
DISTANCE/TIME FROM AIRPORT	1 mi./5 min.	45 mi./50 min.

Notes: The range of group rates listed are for the lowest single-occupancy to highest double-occupancy rate and in most cases will vary depending on the number of clients, dates, etc.

SOURCE: Sales & Marketing Management; 1992 Sales Manager's Budget Planner.

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COMPENSATION & EXPENSES

TRANSPORTATION

Daily Auto-Rental Rates by Region and Metro

THE NORTH

METRO AREA	AVERAGE DAILY RATE
Albany-Schenectady-Troy, NY	\$49.75
Allentown-Bethlehem, PA	45.25
Atlantic City, NJ	35.15
Boston-Lawrence-Salem-Lowell-Brockton, MA	39.25
Bridgeport-Stamford-Norwalk-Danbury, CT	42.23
Buffalo, NY	40.00
Burlington, VT	47.25
Hartford-New Britain-Middletown-Bristol, CT	46.00
Manchester-Nahua, NH	47.67
Nassau-Suffolk, NY	41.73
New Haven-Waterbury-Meriden, CT	41.67
New York, NY	78.00
Newark, NJ	54.75
Philadelphia, PA	45.50
Pittsburgh, PA	46.75
Portland, ME	47.00
Providence-Pawtucket-Woonsocket, RI	39.75
Rochester, NY	47.50
Scranton-Wilkes Barre, PA	42.75
Springfield, MA	42.75
Syracuse, NY	49.75
Worcester-Fitchburg-Leominster, MA	37.46
REGIONAL AVERAGE	\$45.77

THE SOUTH

METRO AREA	AVERAGE DAILY RATE
Atlanta, GA	\$33.75
Austin, TX	36.00
Baltimore, MD	34.50
Birmingham, AL	56.33
Charleston, SC	28.17
Charlotte-Gastonia-Rock Hill, NC-SC	40.75
Columbia, SC	40.75
Dallas, TX	44.00
El Paso, TX	46.75
Fort Lauderdale-Hollywood-Pompano Beach, FL	38.25
Fort Worth-Arlington, TX	46.75
Greensboro-Winston Salem-High Point, NC	30.22
Greenville-Spartanburg, SC	45.25
Houston, TX	47.50
Jacksonville, FL	39.00
Knoxville, TN	46.00
Little Rock-North Little Rock, AR	42.67
Louisville, KY	48.00
Memphis, TN	44.50
Miami-Hialeah, FL	27.00
Nashville, TN	40.00
New Orleans, LA	45.25
Norfolk-Virginia Beach-Newport News, VA	44.25
Oklahoma City, OK	45.50
Orlando, FL	28.75
Raleigh-Durham, NC	49.00
Richmond-Petersburg, VA	45.25
San Antonio, TX	41.00
Tampa-St. Petersburg-Clearwater, FL	30.25
Tulsa, OK	38.75
Washington, DC	45.25
West Palm Beach-Boca Raton-Delray Beach, FL	18.94
Wilmington, DE	32.50
REGIONAL AVERAGE	\$40.03

THE MIDWEST

METRO AREA	AVERAGE DAILY RATE
Akron, OH	\$48.50
Chicago, IL	47.00
Cincinnati, OH	38.75
Cleveland, OH	50.00
Columbus, OH	41.67
Dayton-Springfield, OH	50.75
Des Moines, IA	46.25
Detroit, MI	58.00
Grand Rapids, MI	48.00
Indianapolis, IN	49.00
Kansas City, MO-KS	45.50
Milwaukee, WI	45.25
Minneapolis-St. Paul, MN	48.50
Omaha, NE	47.50
St. Louis, MO	45.25
Toledo, OH	48.00
Wichita, KS	41.25
REGIONAL AVERAGE	\$47.01

THE WEST

METRO AREA	AVERAGE DAILY RATE
Albuquerque, NM	\$53.00
Anaheim-Santa Ana, CA	34.50
Boise, ID	43.50
Colorado Springs, CO	25.60
Denver, CO	42.75
Fresno, CA	32.17
Las Vegas, NV	42.00
Los Angeles-Long Beach, CA	47.25
Oakland, CA	39.75
Oxnard-Ventura, CA	32.33
Phoenix, AZ	44.25
Portland, OR	45.25
Riverside-San Bernardino, CA	43.25
Sacramento, CA	41.00
Salt Lake City-Ogden, UT	46.00
San Diego, CA	45.00
San Francisco, CA	41.25
San Jose, CA	40.75
Seattle, WA	46.25
Spokane, WA	44.00
Tacoma, WA	35.22
Tucson, AZ	41.25
REGIONAL AVERAGE	\$41.20
U.S. AVERAGE	\$43.50

CANADA*

METRO AREA	AVERAGE DAILY RATE
Calgary, Alberta	\$39.39
Montreal, Quebec	34.92
Ottawa, Ontario	49.42
Toronto, Ontario	38.45
Vancouver, British Columbia	45.95
Winnipeg, Manitoba	42.95
CANADIAN AVERAGE	\$41.85

*Costs are expressed in Canadian dollars.

Notes: Average daily rates reflect the local non-discounted cost of renting a compact car (excluding insurance, tax, and mileage restrictions, where applicable). Due to the frequent changes in such rates and the possibility of local promotions and discounts, however, these rates should only be used as a basic guideline when allocating auto-rental expenses.

SOURCES: Runzheimer International; 1992 Runzheimer Meal/Lodging Cost Index; Sales & Marketing Management; 1992 Sales Manager's Budget Planner.

COMPENSATION & EXPENSES

SALES SUPPORT

Trade Show Exhibit Costs

COMPONENT AVERAGE COST

DRAYAGE /CWT.



PERSONNEL:

A-V LABOR/HR.



BOOTH CLEANING/SQ. FT.



PLUMBER/HR.



ELECTRICIAN/HR.

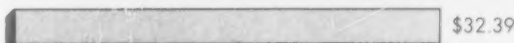


CARPENTER/HR.

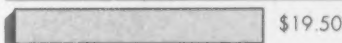


FURNITURE RENTAL:

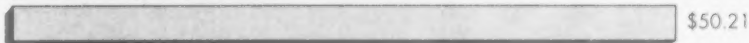
UPHOLSTERED LOUNGE CHAIR



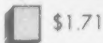
FIBERGLASS SIDE CHAIR



6' DRAPED DISPLAY TABLE



CARPETING/SQ. FT.



SOURCE: © 1991 by Tradeshow Week, Inc., Los Angeles, CA (213-826-5696)

TRANSPORTATION

Fixed and Operating Costs for Selected 1992 Model Autos

MODEL	ANNUAL COSTS (20,000 MILES)		
	OPERATING	FIXED	TOTAL
Mercedes Benz 300SEL (6-cyl.)	\$2,480	\$15,613	\$18,093
Lincoln Town Car (8-cyl.)	2,260	9,899	12,159
Cadillac DeVille (8-cyl.)	2,340	9,730	12,070
Chevrolet Caprice CLS (8-cyl.)	2,230	7,066	9,296
Buick Le Sabre LTD (6-cyl.)	2,060	6,764	8,824
Oldsmobile Cutlass Ciera (6-cyl.)	2,020	6,151	8,171
Ford Taurus L (6-cyl.)	1,970	6,041	8,011
Chevrolet Lumina (6-cyl.)	2,030	5,932	7,962
Dodge Caravan (4-cyl.)	1,870	5,753	7,623
Plymouth Acclaim (4-cyl.)	1,780	5,512	7,292
Toyota Camry DLX (4-cyl.)	1,730	5,235	6,965
Ford Tempo GL (4-cyl.)	1,810	5,094	6,904
Honda Accord DX (4-cyl.)	1,830	4,984	6,814
Chevrolet Cavalier RS (4-cyl.)	1,750	5,048	6,798
Ford Escort LX (4-cyl.)	1,620	5,170	6,790

Notes: Operating Costs include fuel, oil, tires, and maintenance. **Fixed Costs** include insurance, depreciation, financing, taxes, and licensing. All costs are based on a 36-month/60,000-mile retention cycle (20,000 mi./yr.). Models listed are 4-door sedans equipped with automatic transmission, power steering, power disc brakes, air conditioning, tinted glass, AM-FM stereo, body side molding, cruise control, left-hand remote control mirror, rear window defogger, and pulse windshield wipers.

SOURCE: Runzheimer International, Rochester, WI.

TRANSPORTATION

Fixed and Operating Costs for a 1992 Midsize Car in Selected Cities

LOCATION	FIXED COSTS	OPERATING COSTS	TOTAL ANNUAL COSTS
Los Angeles, CA	\$6,074	\$1,455	\$7,529
Boston, MA	4,897	1,463	6,360
New York, NY	4,742	1,568	6,310
Chicago, IL	4,290	1,530	5,820
Baltimore, MD	4,325	1,425	5,750
Washington, DC	3,923	1,523	5,446
San Antonio, TX	4,100	1,343	5,443
Milwaukee, WI	3,824	1,380	5,204
Orlando, FL	3,708	1,328	5,036
Des Moines, IA	3,718	1,298	5,016
Birmingham, AL	3,651	1,283	4,934

Notes: Operating Costs include fuel, oil, tires, and maintenance. **Fixed Costs** include financing, insurance, depreciation, taxes, and licensing fees. Figures are based on expenses for a 1992 model midsize 4-door sedan equipped with automatic transmission, power steering, power disc brakes, tinted glass, AM-FM stereo, cruise control, and air conditioning, with an assumed retention cycle of 4 years/60,000 miles.

SOURCE: Runzheimer International, Rochester, WI.

SALES SUPPORT

Expected Increases in Trade Show Exhibit Costs

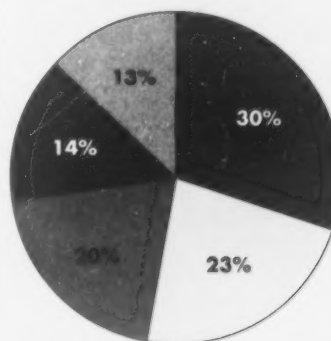
COMPONENT	PROJECTED AVERAGE INCREASE, 1991-92
SPACE RENTAL RATES	5.9%
PERSONNEL	
PROJECTIONIST	0.8%
JANITOR	1.5%
PLUMBER	2.0%
ELECTRICIAN (HOURLY)	1.7%
INSTALLATION & DISMANTLING	4.0%
EQUIPMENT	
AUDIOVISUAL	1.4%
FURNITURE	4.0%
SERVICES	
PHOTOGRAPHER	2.8%
FLORIST	1.9%
SECURITY GUARD	2.5%
TRANSPORTATION	
COMMON CARRIER/MOTOR FREIGHT	2.9%
VAN SHIPMENT (UNCRATED)	4.2%
DRAYAGE (WAREHOUSE TO BOOTH)	1.8%
DRAYAGE (DOCK TO BOOTH)	1.8%
OTHER	
NEW CONSTRUCTION	7.6%
EXHIBIT PREP & REFURBISHING	8.7%
PRESENTERS/MODELS/LIVE TALENT	4.2%

SOURCE: International Exhibitors Association; The 1992 Budget Guide. Complete copies of the guide can be obtained for \$25 from the International Exhibitors Association, 5501-B Backlick Rd., Suite 200, Springfield, VA 22151.

SALES SUPPORT

How Do Salespeople Spend Their Time? (per week)

SALESPERSON'S RESPONSES:



SALES MANAGER'S RESPONSES:

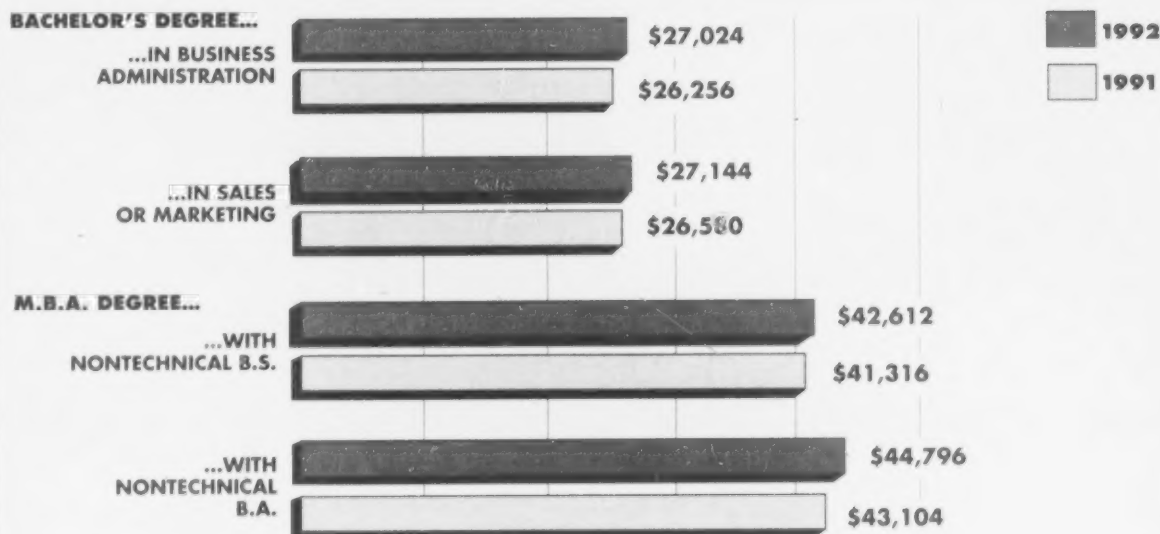


Source: Dartnell Corporation; 26th Survey of Sales Force Compensation

© 1990, Dartnell Corporation.

COMPENSATION

Starting Salaries of College Graduates to Be Hired

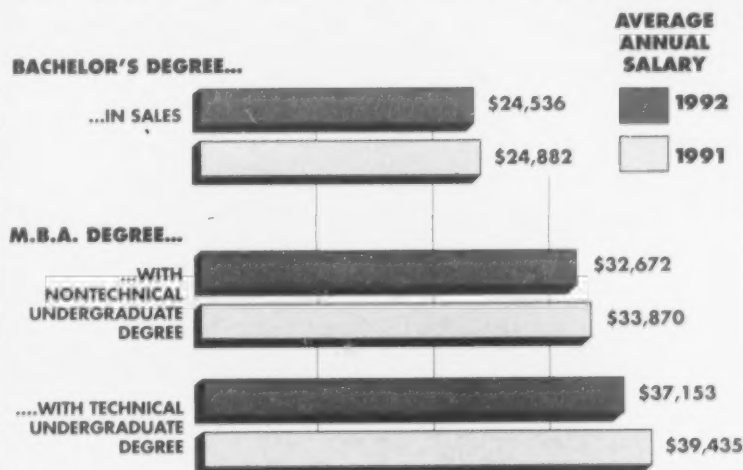


Note: The salaries shown are what companies offered, not what they actually paid.

SOURCE: Northwestern University Placement Center, *The 1992 Northwestern Lindquist-Endicott Report*. Complete copies of the report can be obtained for \$40 (prepaid) from the Northwestern University Placement Center, Scott Hall, Northwestern University, Evanston, IL 60208-1005.

TRAINING

Starting Salaries of Trainees with College Degrees



Notes: This salary survey is a study of the average dollar offer made to new college graduates. Data have been gathered from 433 placement offices located throughout the U.S. In this table, M.B.A. candidates are defined as students seeking a degree in Business Administration, Industrial Management, or Commerce. Candidates with a nontechnical undergraduate degree are defined as those with less than one year of full-time, nonmilitary employment.

SOURCE: College Placement Council, *Salary Survey: A Study of 1991-92 Beginning Offers (March 1991-92 interim figures)*, 1992.

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COMPENSATION & EXPENSES

SALES SUPPORT

Advertising and Promotional Expenditures as a Percentage of Net Sales

INDUSTRY	AD/SALES RATIO 1991	ANNUAL GROWTH RATE 1990-91
Food Products		
Food & Kindred Products	6.3%	9.6%
Meat Products	1.7	12.4
Dairy Products	4.1	22.9
Canned Foods	7.7	8.8
Flour & Other Grain Products	9.4	6.8
Bakery Products	8.0	17.8
Malt Beverages	4.9	10.9
Tobacco Products		
Cigarettes	3.9	-3.0
Textile Mill Products		
Textile Products	1.8	4.1
Apparel		
Apparel & Other Finished Products	4.3	10.1
Furniture & Fixtures		
Household Furniture	3.8	11.2
Office Furniture	1.0	3.3
Printing & Publishing		
Newspapers	3.1	6.0
Periodicals	5.8	22.4
Books	2.9	3.8
Chemicals & Allied Products		
Chemicals & Allied Products	2.3	12.1
Industrial Inorganic Chemicals	19.4	7.6
Plastic Materials & Synthetic Resins	1.3	1.3
Soaps & Other Detergents	7.8	9.0
Paints, Varnishes & Lacquers	2.6	11.3
Petroleum & Coal Products		
Petroleum Refining	2.1	-4.6
Paving & Roofing Materials	1.6	4.6
Rubber & Plastic Products		
Tires & Inner Tubes	4.1	2.0
Misc. Plastic Products	2.3	7.4
Footwear (except Rubber)	4.6	8.9
Stone, Clay & Glass Products		
Glass & Glassware	1.7	12.5
Pottery & Related Products	5.6	19.4
Foundries		
Iron & Steel Foundries	1.6	8.3
Fabricated Metals		
Heating Equip. & Plumbing Fixtures	2.2	-8.5
Machinery & Equipment		
Farm Machinery & Equipment	1.1	6.6
Lawn, Garden Tractors & Equipment	1.9	13.6

INDUSTRY	AD/SALES RATIO 1991	ANNUAL GROWTH RATE 1990-91
Metalworking Machinery & Equipment	3.8%	6.3%
Computer & Office Equipment	1.6	7.1
Computers	3.6	10.3
Air Cond., Heating & Refrig. Equipment	1.7	-0.9
Electric & Electronic Equipment		
Household Appliances	2.1	11.8
Household Audio & Video Equipment	5.1	14.0
Transportation Equipment		
Motor Vehicles & Car Bodies	2.2	11.0
Motor Homes	1.0	-9.5
Instruments & Related Products		
Optical Instruments & Lenses	1.0	7.3
Photographic Equipment & Supply	4.1	12.0
Watches, Clocks & Parts	2.2	5.7
Misc. Manufacturing Industries		
Jewelry & Precious Metals	2.1	8.0
Musical Instruments	2.9	0.4
Toys & Games	16.3	9.9
Sporting & Athletic Goods	4.0	5.2
Pens & Other Writing Instruments	5.7	10.4
Communications		
Radio Broadcasting	9.9	13.9
Television Broadcasting	3.1	10.1
Cable & Pay TV	2.9	17.7
Wholesaling		
Autos & Other Vehicles	4.3	9.3
Computers & Software	0.6	14.4
Drugs	0.8	24.1
Food	1.3	7.4
Retailing		
Lumber & Other Building Materials	1.9	3.9
Department Stores	2.8	4.5
Variety Stores	1.9	7.1
Grocery Stores	1.2	4.4
Auto Dealers & Gas Stations	1.2	32.1
Apparel & Accessory Stores	1.9	5.0
Women's Clothing Stores	3.3	10.1
Furniture Stores	7.6	6.3
Eating Places	3.4	7.8
Drug & Proprietary Stores	1.6	7.4
Catalog, Mail-Order Houses	6.9	6.7
Misc. Service Industries		
Hotels & Motels	3.9	6.0
Personal Services	7.2	7.3
Motion Picture & Videotape Production	13.2	9.2
Educational Services	6.9	11.5

Notes: The **Ad/Sales Ratio** shows the Advertising & Promotional budget for each selected industry as a percentage of Net Sales. The **Annual Growth Rate** shows the average annual compound growth rate in the advertising & promotional budgets of selected industries between 1990 and 1991.

This table is based on Advertising Ratios & Budgets, an annual study of advertising and promotional expenditures of major U.S. corporations published by Schonfeld & Associates, Inc. The study contains 1990 historical and current-year forecasts of advertising budgets for more than 5,700 publicly owned companies in over 390 different industries. Figures are compiled from 10-k reports filed with the Securities and Exchange Commission. Cautious interpretation is advised, however, since companies may vary on their interpretation of what constitutes advertising and/or promotional expenditures.

Also, large companies operating in several different fields may be listed only in their primary industry sector, and figures for privately owned companies do not appear. Copies of Advertising Ratios & Budgets are available at a cost of \$295 from Schonfeld & Associates, Inc., 1 Sherwood Drive, Lincolnshire, IL 60069, 708-948-8080.

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